

THE NATIONAL **P**

JULY 15, 1961

Provisioner

LEADING PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 1891

Schweigert Expands by Pattern	10
Packer 1960 Results Analyzed	13
What's New in Research	22
Truck Talk	43
The Meat Trail	63

JUL 19 1961

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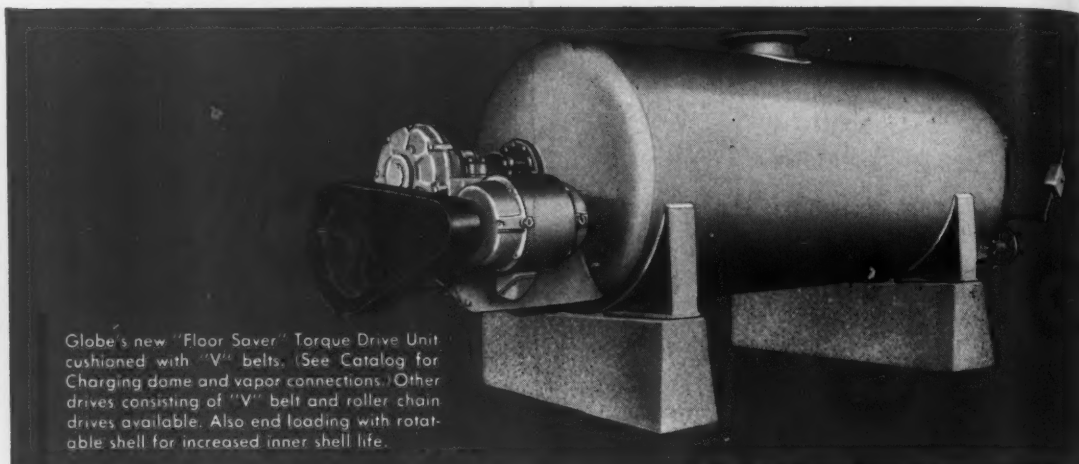
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VOLUME 145 JULY 15, 1961 NUMBER 3

THE NATIONAL Provisioner

15 W. Huron St., Chicago 10, Ill.

CONTENTS

News and Views	9
Editorial opinion, as well as an account of what's happening in Washington, the state capitals and North, East, West and South of importance to the meat industry.	
Expansion Follows Pattern	10
Schweigert Meat Company triples manufacturing potential and doubles office space with new two-story addition and new equipment.	
Packers' Results for 1960	13
American Meat Institute study shows that industry handled a record volume of meat but made less money for its efforts last year.	
What's New in Research	22
Truck Talk	43
Hormel Communications Improved	34
Austin packinghouse gets first Minnesota installation of telephonic direct inward dialing.	
Market Summaries	
All Meat, page 50; Processed Meats and Supplies, page 51; Fresh Meats, page 57; Provisions and Oils, page 58; By-Products, page 59, and Livestock Markets, page 61.	
The Meat Trail	63
News about personalities, companies and activities in the meat packing industry.	
Classified Advertising	69
Where to look when you want to find a job, hire an employee, acquire or sell a plant or obtain good used equipment.	

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Published weekly at 15 West Huron St., Chicago, Ill., U.S.A. The National Provisioner, Inc. Yearly subscriptions: U.S. \$4.00; Canada, \$8.00; Foreign countries, \$8.00. Single copies, 30 cents. Copyright 1961 by The National Provisioner, Inc. Trade mark registered in U.S. Patent Office. Second class postage paid at Chicago.

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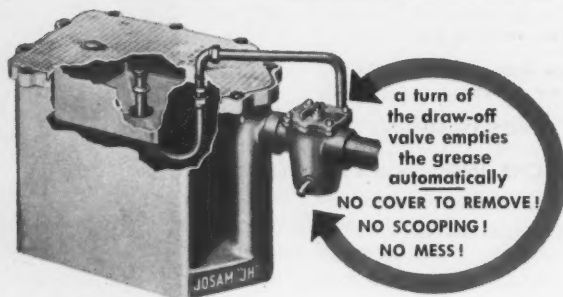
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Advertisers

INDEX

Airkem, Inc.32	Hygrade Food Products Corp.44
Air-Way Pump & Equipment Co.47	Interstate Casing Corp.34
Alkar Engineering Co. ....28	James, E. G., Co. ....47
Asmus Bros., Inc. ....38	Josam Manufacturing Co. 6
Baltimore Spice Co. ....66	Julian Engineering Co. ....45
Barliant and Co. ....69	Kadison Laboratories, Inc. 39
Beacon Metal Products ....48	Koch Equipment Co. ....52
Berg & Co., David ....42	LeFiell Co. ....68
Cannon, H. P. & Son, Inc. 3	Marathon Corp. ....18, 19
Cardox Corp. ....Third Cover	Miles Chemical Co. ....29
Cincinnati Butchers' Supply Co. ....33	Morrell, John, and Co. ....44
Cincinnati Livestock Co. ....47	Oakite Products, Inc. ....4
Cudahy Packing Co. ....17	Pfizer, Chas., and Co., Inc. ....36, 37
Daniels Manufacturing Co. 7	Preservalline Mfg. Co. ....31
David N. Cybul ....48	Russell-Harrington Cutlery Co. ....25
Dewied, A., Casing Co. ....15	St. John and Co. ....65, 67
Dow Corning Corp. ....32	Sanfax Co. ....46
duPont de Nemours, E. I., & Co., Inc. ....21	Smith, H. P., Paper Co. ....40
Exact Weight Scale Co. ....49	Solvay Process Div., Allied Chemical & Dye Corp. ....42
Farrow and Co. ....47	Speco, Inc. ....35
First Spice Mixing Co., Inc. ....47	Stange, Wm. J., Co. ....53, 54, 55, 56
Ford Motor Co. ....26, 27	Globe Co. ....Second Cover
French Oil Machinery Company ....30	Hackney Bros. Body Co. ....Fourth Cover
French Oil Machinery Company ....30	Heekin Can Co. ....25
Globe Co. ....Second Cover	Hertz System, Inc. ....41
Hackney Bros. Body Co. ....Fourth Cover	Hobart Mfg. Co. ....20
Heekin Can Co. ....25	Hoffman-La Roche, Inc. ....5
Hertz System, Inc. ....41	Hollymatic Corp. ....23
Hobart Mfg. Co. ....20	Union Carbide Corp., Visking Co. Div. ....Front Cover
Hoffman-La Roche, Inc. ....5	Upco, Co. ....24
Hollymatic Corp.23	Vegex Co.42
	Visking Co., Div. of Union Carbide Corp. Front Cover
	Wallerstein Co.8

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 .39
 .52
 .68
 .19
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 .25
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 .42
 .35
 .5, 56
 .42
 .24
 .8

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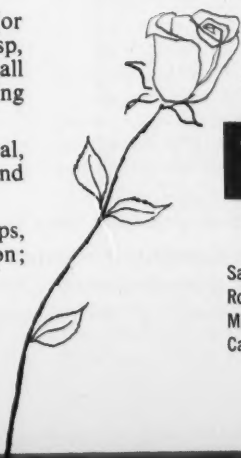


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THE NATIONAL PROVISIONER

July 15, 1961

VOLUME 145, NO. 3

Concentration Continues

Concentration apparently is continuing in the retail food field and will be accompanied by further shrinkage in the number of buying units to which packers must sell.

Progressive Grocer magazine recently published its 1960 report on "Facts in Grocery Distribution." The number of grocery and combination stores declined again. The January 1, 1961 estimate of 260,050 stores was 7 per cent less than a year ago and 31 per cent below 1948. The estimate of 91,000 specialty stores represented a 6 per cent increase from 1960, but there were 11 per cent less stores than in 1948. Total retail food stores numbered 351,050 on January 1, about 4 per cent under the previous year and 27 per cent below the 1948 total. Retail food store sales advanced to a new high again in 1960 and totaled nearly \$57.9 billion, or 5 per cent higher than 1959 sales. Grocery and combination store sales of \$52.6 billion were up nearly 5 per cent from the previous year and registered the twenty-first consecutive sales gain for these stores. While sales gains were realized in all segments of food retailing, they were most pronounced among independent supermarkets and small chains.

Supermarkets, about equally owned by chains and independents, represented nearly 13 per cent of the total number of grocery and combination stores in 1960, but their sales accounted for about 6 per cent of total sales. Superettes, mainly operated by independents, represented more than 22 per cent of all stores and 23 per cent of all grocery sales last year. Small stores, almost entirely operated by independents, accounted for 65 per cent of the total number of grocery stores in 1960. However, sales of these small operators only represented 8 per cent of total grocery stores sales.

The number of grocery stores selling meat in 100 per cent self-service meat departments was estimated at 24,100 stores in 1960. Sixty-eight per cent of all chain stores, 7 per cent of all independent stores and more than 13 per cent of all grocery stores now have self-service meat departments. *Progressive Grocer* estimates that of all fresh meat sold in all grocery stores, 55 per cent is now self-service.

The growth of voluntary and cooperative independent retail grocery stores has been one of the most important developments in the food industry in recent years. Affiliated retailers represented 35 per cent of the total number of stores in 1960, and they accounted for 79 per cent of independent sales.

News and Views

Four State associations have scheduled meetings within the next month. In preparation for the coming labor contract negotiations, the Indiana Meat Packers Association has been conducting a survey on hourly costs of plant production wages and various fringe benefits. Results of the survey will be reviewed at a meeting beginning at 4 p.m. Wednesday, July 19, in IMPA headquarters at 2120 N. Meridian, Indianapolis. The summer meeting of the Alabama Meat Packers Association is set for Friday afternoon and Saturday morning, July 21-22, at Auburn University, Auburn, Ala.

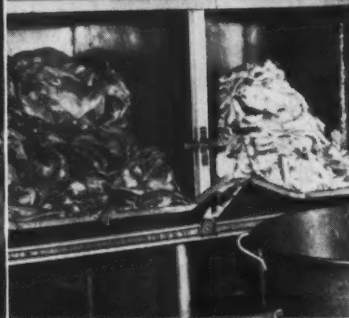
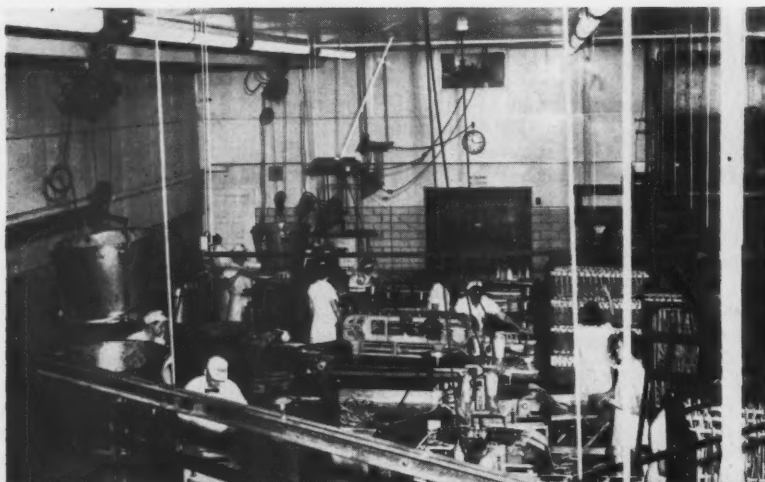
A general membership meeting of the Louisiana Meat Packers Association on Saturday, July 29, will begin at 9:15 a.m. with a closed business session in The Inn at Opelousas and wind up that evening with an outdoor barbecue at the Opelousas city police camp. Business will include election of officers and action on proposed charter amendments. Plans for a "Louisiana Beef Week" in early April, 1962, will be described at a noon luncheon by Oscar Evans, president of the Louisiana Cattlemen's Association. Evans also will present the cattlemen's views on the future of Louisiana beef and invite discussion from packers on common problems. LMPA's interest in building up greater Louisiana beef production will be demonstrated at the barbecue when the association presents a pure-bred calf to an Opelousas area youth in cooperation with the 4-H movement in the state.

Many social and business events are planned for the fifth annual Southwestern-Pan American Suppliers Exposition and Meat Packers Convention scheduled by the Texas Independent Meat Packers Association for Thursday through Saturday, August 10-12, at the Sheraton Dallas Hotel, Dallas. Thursday events will include a morning golf tournament, Tex-IMPA board meeting, press conference luncheon and a beef and calf grading demonstration conducted by David Pettus and Ned Tyler of the Livestock Division, U. S. Department of Agriculture, Washington, D. C. The convention will wind up Saturday evening with a supplier-hosted reception and cocktail party, followed by a dancing party.

Consumer Attitudes toward meat will share the spotlight during the 56th annual meeting of the American Meat Institute, set for Friday through Tuesday, September 15-19, at the Palmer House, Chicago. A report on a nationwide study of consumer habits and tastes in the selection, preparation and serving of all kinds of meats will be the main feature of the morning program on September 18. The study is being made especially for the AMI by *Family Circle* magazine. Among those who will take part in the presentation of the report will be Robert Jones, editor-in-chief, and Grace M. White, foods editor of the magazine. A special committee from the AMI helped develop the questionnaire being used in the study, and the answers that consumers supply to 23 detailed questions are expected to provide valuable information, according to AMI president Homer R. Davison. After the report has been presented, a panel composed of three meat packers and processors, three retailers and a home economist will discuss all aspects of the study and will pinpoint how the information can be used in the merchandising of meats. This will be followed by open discussion. "Patterns for Progress" is the convention theme.

Contract Negotiations between Swift & Company and the Amalgamated Meat Cutters and Butcher Workmen of North America, AFL-CIO, opened late last week in Chicago and then recessed until the week of July 17. The United Packinghouse, Food and Allied Workers of America, AFL-CIO, will begin talks with John Morrell & Co. on July 20 and with Armour and Company negotiators on August 3.

Schweigert Expands to Meet Bigger Demand



Since its founding 14 years ago, Schweigert Meat Co., Minneapolis, has continued to expand steadily. The sausage kitchen this year completed the second of its major expansion programs by which it virtually tripled manufacturing facilities and doubled the office space.

Major emphasis in the latest project centered on the manufacturing departments. The plant's volume justified the installation of modern handling and manufacturing equipment, according to Ray Schweigert, president.

On the first floor of the two-story section added to the plant, the firm houses its grinding, manufacturing and parts of its processing and order assembly departments. The second floor of this section contains the dry storage areas and spice room, while the basement contains an enlarged pork conversion and curing room.

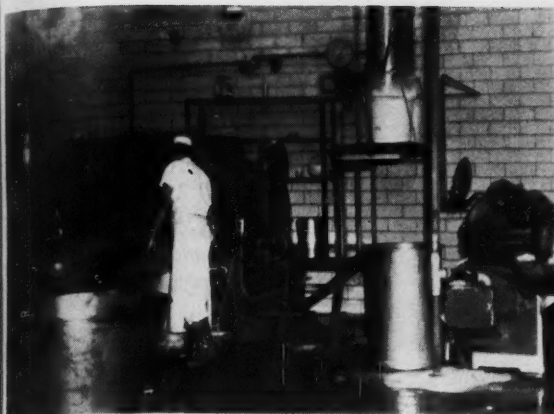
The main grinding room has been equipped with several ingenious handling devices that eliminate the tedious, heavy work normally associated with this operation.

Along one side of this room, a stainless steel, four-compartment bin section was fabricated at charging bucket height. The firm uses Schenck stainless steel charging buckets in its materials handling system. Each of the bins can hold about three barrels or 1,000 lbs. of meat.

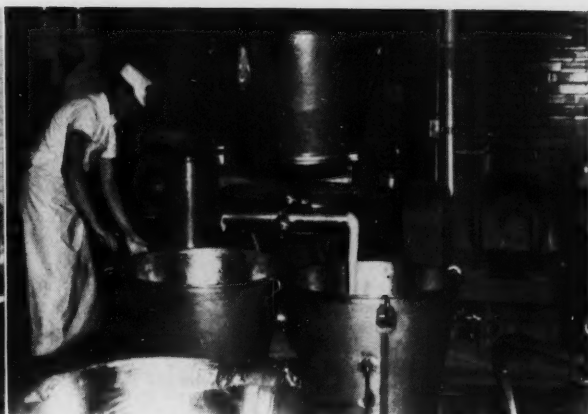
On the back side of the bin is a safety platform. Above the bin is the approximate center is an overhead I-beam track on which a hoist travels. The hoist's wire cable is anchored to a barrel lifting frame, an inverted U-shaped welded bar which has a back support frame extending from the two legs. This support is swiveled on the washer principle and has a handle on one side.

The back support has in its center

TOP: Each of major stuffer groupings has its own portable hoist at Schweigert plant. CENTER LEFT: Loaded slack barrel is held in position with frame by crown ratchet and bottom clamp. CENTER RIGHT: Barrel is turned and its contents discharged into bin. BOTTOM: Operator moves tracked scale to various holding bins and fills bucket with meat.



LEFT: Lip attached to side of mixer straddles two charging buckets being filled simultaneously. Plastic sleeve on chute prevents dusting. RIGHT: Two-way valving



permits flow of emulsion to be directed in either direction. In this way, the operator can handle continuous output from large machine without any difficulty.

an adjustable clamping ratchet that is moved into position over the crown of the slack barrel or metal drum and locked. Extending from the bottom of the frame is a split hinged rod that fits below the bulge in the slack barrel or crimp in the drum. The rod is closed into position around the container by a clamp.

CLEARs BIN TOP: After this device is attached to the barrel while it is on the floor, the operator activates the portable hoist, which lifts it clear of the bin lip. The operator then tilts the barrel, emptying its contents into the bin. This is a simple task since a slight push on the handle throws the suspended barrel off center and the product virtually unloads itself. The operator then lowers the barrel and unclamps it.

In front of the bin is a track-mounted scale onto which the operator sets a 700-lb.-capacity charging

bucket. The discharge lip of the compartment is high enough to clear the bucket and to extend slightly over it. On a small clip sheet attached to the scale, the formulation requirements are listed in terms of the meat ingredients.

The operator moves the tracked scale and charging bucket to the first bin and uses a fork to pull the desired amount of meat into the bucket. He repeats this process at each of the bins, if necessary.

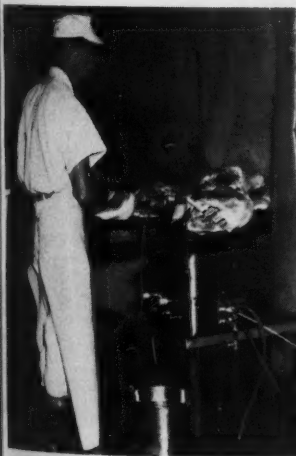
The filled bucket is lifted with the portable hoist over the fabricated stainless steel charging hopper of the Buffalo grinder. This hopper was constructed to hold the contents of two charging buckets.

The system permits three men to prepare 10,000 lbs. of meat from weighing through grinding and mixing, reports Lee Briechele, plant superintendent. Apart from eliminating

tedious manual handling, the method assures a cooler and better grind since the throat is always fully charged.

The ground meat moves in bucket lots to the manufacturing room. Here the materials handling system utilizes the St. John charging buckets, along with three ceiling-suspended, I-beam-tracked portable hoists to move meat batches between the manufacturing units.

In this department the firm has a Seydelmann bowl and Anco and Griffith throat-type emulsifying machines and two Buffalo grinders. One hoist is aligned with the two grinders closest to the wall, while the second hoist is over the two throat emulsifiers. The third hoist serves stainless steel cooking vats that form the other side of the manufacturing room (this side extends into the smokehouse area because



LEFT: Cure injector prepares ham for artery pump while machine pushes pickle in ham on scale. CENTER: Herb Krueger, curing foreman, puts lightweight lid on plas-

tic curing vat. RIGHT: Employee locks press spring into position. Device is used at the Schweigert plant in connection with wire mold pressure packing technique.



LEFT: Front view of enlarged plant. Taller section represents recent addition. RIGHT: Checking on performance of sealer in terms of product appearance are (l. to r.): Lee Brieche, plant superintendent; Larry Harback, sales manager, and Norm Polster, general manager of the firm.

there is no wall between the two sections).

LEAF PLATE DEVICE: The handling system permitted elevation of the mixers on concrete legs. They are serviced by an operator working from a safety platform. The mixers are high enough to discharge directly into the charging buckets. The large mixer, which can handle two bucket loads, has a leaf attachment in its center.

When this mixer is to be discharged, two buckets are moved into position so that both are under the leaf and the mixer. Since the buckets extend beyond the ends of the mixer, there is no risk on product spillage. The operator guides the flow from the leaf into either of the two buckets.

Alongside the mixer is a platform for weighing dry non-fat milk solids which arrive via two stainless steel chutes from the spice room located above. An independently-mounted plastic sleeve extension can be moved upward sufficiently to provide clearance for the lightweight plastic bucket used to hold the dry milk solids. When this bucket is filled, the sleeve is moved up and then dropped into the bucket where it fits snugly on the crown section. After the chute is opened with a hand lever, the correct amount of milk solids is weighed for the batch. The sleeve then is moved up and the bucket removed.

With this technique, dusting, which is common in many sausage kitchens, is eliminated. All the bags are opened and dumped in a hopper located in the spice room. Since the operator generally pre-weighs his requirements, the slight dusting within the sleeve also is settled by this method.

The Anco Emulsitator has a two-way discharge valve. Since some meats are comminuted in two bucket lots, this device permits the emulsifying machine to handle the batch in one continuous put-

through, filling one charging bucket first and then another.

After being transported to the stuffing room, which formerly housed the entire grinding, manufacturing and stuffing operations, the bucket-load of emulsion is unloaded by one of three portable hoists, each of which serves a specialized operation. In the main part of the stuffing room are three piston-type Buffalo stuffers that handle the large stick, link and natural casing output, while an Anderson stuffer supplies the strands for four Ty Linker linking units.

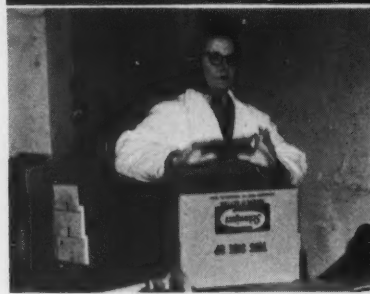
In the rear of the room is another Buffalo stuffer used to fill fibrous casings enclosed in wire cages for loaf-type items. The strands from the Anderson unit move to a large

stainless steel table surrounded by the four linking machines on their companion portable tables.

NO WORK STOPPAGE: By using portable hoists for each of the specialized operations—from barrel unloading to stuffer filling—there is no work stoppage because of an in-use hoist, Norm Polster, general manager, notes.

For example, in the stuffing operation, if one hoist had to service the main battery of stuffers and it was being used to fill a piston stuffer when the continuous unit needed filling, the whole linking machine crew of five would be idle until this hoist was freed and moved into position. These seemingly small time losses can build up.

[Continued on page 46]



TOP LEFT: Employee takes stick item from product line for order filling. BOTTOM: Operator closes self-set-up shipping carton. This ventilated carton is top-sealed by overwrap technique. AT RIGHT: Operator places grouping of franks into "lazy susan," which is turned by pouch inserter and bag filler.

Industry's 1960 Net Was Down From 1959 but Above Average On Record Volume

THE U. S. meat packing industry earned an estimated \$110,000,000 in 1960 on total sales of \$13,250,000,000, the American Meat Institute reported this week in its 35th annual edition of "Financial Facts About the Meat Packing Industry." The 1960 earnings were 19 per cent below 1959's \$136,000,000, which was the highest of any year since 1947, but were 20 per cent above the 1947-60 average. Financial results of the 1947-60 period are shown in Table 1.

Last year's net earnings were equivalent to 0.8¢ per sales dollar, 4.3¢ per dollar of assets and 6.6¢ per dollar of net worth, less than the comparable 1959 ratios but about the same as the 1947-60 average for the industry.

Sales were down about 1 per cent from the all-time record of \$13,325,000,000 for the 1959 fiscal year. The slight decline resulted from a decrease in the average selling prices, which more than offset the increased volume of meat products processed by the industry. Total dressed weight of livestock processed in 1960 reached an all-time high of 27,600,000,000 lbs., 6 per cent above the previous year. Most of the increase was in beef, which soared to a record 13,000,000,000 lbs. in 1960, up 1,100,000,000 lbs. from the 1959 total.

The general level of livestock and meat prices was about 6 per cent lower in 1960 than in 1959. Prices of all species of livestock were lower in the latest year, with the decreases ranging from 3 per cent for hogs to 15 per cent for calves. A 10 per cent increase in the total liveweight of cattle processed was accompanied by a 9 per cent decrease in the average price paid for cattle.

As shown in Table 2, the industry paid \$9,620,000,000 for raw materials—mostly livestock—in 1960, about 2 per cent less than in either of the

two prior years. The gross margin—the difference between sales and raw material costs—was a little larger in 1960 than in 1959, but the

TABLE 2: SALES, EXPENSES AND EARNINGS OF THE MEAT PACKING INDUSTRY, 1958-60

Item	1958	1959	1960
	Million Dollars		
Sales	\$12,925	\$13,325	\$13,250
Raw Material Costs	9,785	9,785	9,620
Gross Margin	3,140	3,540	3,630
Operating Expenses	2,990	3,273	3,412
Earnings			
Before Taxes	150	267	218
Income Taxes	73	131	108
Net Income	77	136	110

increased margin was more than offset by a 4 per cent gain in operating costs, which reduced earnings before taxes by nearly \$50,000,000. Because of the lower level of earnings, income taxes paid by the industry were less than in 1959.

RECORD OPERATING COSTS:

The report points out that the increase in operating expenses was a continuation of the long upward trend that has been in progress in the postwar period. The 1960 operating expenses of more than \$3,400,000,000 were a record high and about double those of 1947, the first year for which the figures are available. Except for taxes and interest, all expenses increased from 1959.

Wages and salaries reached an

TABLE 3: OPERATING EXPENSES OF THE MEAT PACKING INDUSTRY BY MAJOR CATEGORIES, 1958-60

Item	1958	1959	1960
	Million Dollars		
Wages & Salaries	\$1,550	\$1,675	\$1,740
Supplies & Containers	480	520	535
Transportation	295	310	320
Depreciation	90	100	102
Taxes (other than Fed. Inc.)	34	41	36
Social Security Taxes	40	46	58
Retirement Programs	28	33	35
Insurance & Hospitalization	42	49	51
Interest	22	23	23
Miscellaneous	409	476	512
Total	\$2,990	\$3,273	\$3,412

TABLE 1: FINANCIAL RESULTS OF THE MEAT PACKING INDUSTRY, 1947-60 SUMMARY

Year	Total Sales		Net Worth		Net Earnings		Earnings % of Total Sales		Earnings per cwt. ¹ Live Weight		Earnings per cwt. ¹ Dressed Weight	
	\$	\$1000	\$	\$1000	\$152	\$152	1.5%	15.2%	45¢	45¢	45¢	45¢
1947	9,900	10,500	1075	1075	96	96	.9	8.9	31	31	50	50
1948	9,900	10,500	1075	1075	61	61	.6	5.4	19	19	30	30
1949	9,900	10,500	1075	1075	89	89	.9	7.3	28	28	43	43
1950	12,150	12,150	1300	1300	84	84	.7	6.5	26	26	40	40
1951	11,675	11,675	1275	1275	52	52	.5	4.1	15	15	24	24
1952	11,175	11,175	1300	1300	86	86	.8	6.6	24	24	37	37
1953	11,275	11,275	1300	1300	48	48	.4	3.7	13	13	20	20
1954	11,675	11,675	1350	1350	105	105	.9	7.8	26	26	42	42
1955	11,275	11,275	1425	1425	113	113	1.0	7.9	26	26	41	41
1956	12,025	12,025	1450	1450	79	79	.7	5.4	19	19	30	30
1957	12,925	12,925	1500	1500	77	77	.6	5.1	20	20	31	31
1958	13,325	13,325	1625	1625	136	136	1.0	8.4	34	34	52	52
1959	13,250	13,250	1675	1675	110	110	.8	6.6	26	26	40	40
1960	13,250	13,250	1675	1675	110	110	.8	6.6	26	26	40	40
1947-60 Avg.	11,464	11,464	1330	1330	92	92	.8	6.9	25	25	39	39
1925-60 Avg.	6,838	6,838	999	999	63	63	.9	6.3	20	20	32	32

NOTE: The 1947-60 data are estimates of the American Meat Institute based on the 1947, 1954, and 1958 Census of Manufactures for meat packing. Figures compiled earlier by the U. S. Department of Agriculture are included in the 1925-60 average.

¹Figures are overstated by the amount of earnings derived from non-meat operations.

all-time high of \$1,740,000,000, up \$65,000,000 from the previous year, with this increase accounting for more than half the 4 per cent rise in total operating expenses. Wages and salaries amounted to 13.1 per cent of sales in 1960, and this does not include the various fringe benefits, such as insurance and hospitalization, retirement programs, etc., which also have gone up significantly in recent years. Table 3 compares operating expenses by major categories for 1958-1960.

Average weekly earnings of production workers in the meat packing industry were \$113.70 in 1960, against \$111.09 in 1959 and \$101.43 in 1958. The average weekly pay in the latest year was 28 per cent higher than the comparable figure for all food industries and 25 per cent more than the average for all manufacturing industries.

Total assets of the meat packing industry at the end of 1960 are estimated at a record \$2,575,000,000, up \$50,000,000 from 1959. Total liabilities of the industry, at \$900,000,000, were unchanged from 1959 so net worth also increased \$50,000,000 to a high of \$1,675,000,000.

A total of 128 companies participated in the Institute's 1960 financial survey. Included were 102 firms classified as "meat packing companies," which slaughter livestock and also process meat products, and 26 firms classified as "meat processing companies," which manufacture sausage and other processed meat products but do no slaughtering.

Planned expenditures totaling \$95,600,000 for capital improvements in 1961 were reported by 106 of the participating companies. (See Table 5 on page 14.) Actual capital expenditures reported by 117 companies totaled \$79,700,000 in 1960 and \$78,500,000 in 1959.

Homer R. Davison, president of

TABLE 5: CAPITAL EXPENDITURES, ACTUAL AND PLANNED, OF REPORTING COMPANIES, 1959-61, IN MILLION DOLLARS

Firm Classification	1959	1960	Actual Expenditures	Planned Expenditures
Meat Packing				
9 National Packers	\$67.1	\$63.9	9	\$82.2
20 Regional Packers	6.8	8.6	20	7.4
34 Sectional Packers	2.9	3.6	29	2.9
32 Local Packers	.8	1.4	28	1.2
95 Total	77.6	77.5	86	93.7
Meat Processing				
16 Sausage Manufacturers	.4	1.0	16	1.1
6 Other Meat Processors	.5	1.2	4	.8
22 Total	.9	2.2	20	1.9
All 117 Companies Reporting	78.5	79.7	106	95.6

the American Meat Institute, said that the plans for increased capital expenditures during 1961 are indicative of the industry's determination to replace outmoded plants with modern production facilities.

"While earnings were down in 1960 as compared with 1959, they compared favorably with the average for the past 14 years," he commented. "The very considerable modernization program now underway in the industry should be reflected in improved earnings in future years."

The 1960 depreciation expenses reported by the 106 companies planning to spend \$95,600,000 on capital improvements in 1961 amounted to \$61,600,000, or approximately 64 per cent of this year's contemplated outlay. Other figures presented by the AMI show that all U. S. businesses combined expect to spend about 3

with annual sales ranging between \$3,000,000 and \$15,000,000 and distribution generally extending to several areas beyond the cities where their plants are located, and "local packers," with sales of under \$3,000,000 and distribution usually limited to the immediate area.

As shown in Table 4, the companies classified as regional packers had higher earning rates in 1960 than the three other packer groups. In most earlier years, local packers showed the highest earning ratios. Sausage manufacturers consistently have shown the highest earnings of all. This is true of all three ratios—earnings-to-sales, earnings-to-total assets and earnings-to-net worth.

The earnings-to-sales ratio of the reporting regional packers in 1960, for example, was .96 per cent, compared with an .80 per cent average for the four packer groups, and that of participating sausage manufacturers was 2.05 per cent, against an average of 1.27 per cent for all reporting processors.

Eleven meat packing companies reported losses in 1960, compared with only six the year before, and three of the participating meat processing companies had net losses in 1960, compared with none the year before.

Nearly all the companies participating in this year's AMI survey supplied information on Social Security and employee benefit programs. The costs totaled 8 to 9 per cent of wages and salaries in 1960. Social Security contributions aver-

TABLE 4: EARNING RATIOS OF PARTICIPATING COMPANIES, 1958-60

Company Classifications	Earnings to Net Sales			Earnings to Total Assets			Earnings to Net Worth		
	1958	1959	1960	1958	1959	1960	1958	1959	1960
Meat Packing									
9 National Packers	.52%	.95%	.78%	2.56%	4.59%	3.61%	4.29%	7.64%	5.92%
21 Regional Packers	.63	1.11	.96	4.24	6.84	5.63	6.13	9.63	8.03
36 Sectional Packers	.83	1.11	.78	5.22	6.80	4.78	7.33	9.61	6.74
36 Local Packers	.96	1.14	.93	5.90	5.96	4.81	8.21	8.46	6.94
102 Company Average	.55	.98	.80	2.80	4.86	3.82	4.59	7.92	6.15
Meat Processing									
19 Sausage Manufacturers	1.66%	2.40%	2.05%	7.32%	10.63%	8.48%	10.72%	14.88%	12.01%
7 Other Meat Processors	.80	1.21	.79	6.09	8.93	5.79	10.83	15.25	8.90
26 Company Average	1.05	1.61	1.27	6.61	9.71	7.20	10.78	15.06	10.59

per cent less in 1961 than was spent for new plant and equipment in 1960, while all food manufacturers (including meat packers and processors) expect to spend a total of more than \$1,000,000,000, or 17 per cent more than last year.

The AMI report further classifies participating companies as "national packers," with full-line production, national distribution and annual sales exceeding \$100,000,000; "regional packers," with sales of between \$15,000,000 and \$100,000,000, less widespread distribution and more production specialization in some cases; "sectional packers,"

aged a little more than 3 per cent of all wages and salaries. Retirement programs for employees were shown by 74 of the 125 reporting companies, and the costs of these programs approximated 2½ per cent of the companies' total wages and salaries. Employee programs covering various combinations of sickness, accident and life insurance and hospital care programs were shown by 115 of the 125 companies reporting. The average cost of these programs amounted to 3.2 per cent of total wages and salaries for meat packing companies and 2.6 per cent for meat processing companies.

Feed Grain Program Called Success by Farm Chief

The emergency feed grain program was described as a success this week by Secretary of Agriculture Orville Freeman, who claimed that it will result in an estimated saving to the taxpayer of almost \$750,000,000 which otherwise would have been expended by the USDA.

Freeman noted at a news conference that the July 11 crop report showing that corn produced for grain this year will be about 700,000,000 bushels less than the 1960 crop, indicates that "we are getting out of a preposterous situation which was not brought about by this Administration or by this Secretary." He said that the policy of former Secretary Ezra Taft Benson, allowing farmers to grow all the corn they desired for a government support price, "was a ridiculous program."

This "represents the first positive step in eight years toward bringing down to manageable proportions the nation's massive and costly supply of corn and grain sorghums," he said of the new program.

Under the emergency feed grain program approved in March, about 1,200,000 farmers agreed to divert almost one-fifth of their corn acreage and a fourth of their sorghum acreage to other production.

Secretary Freeman said: "We expect to reduce the quantity of feed grains held in government stocks by as much as 400,000,000 bushels, thus reversing a trend which has seen a steady accumulation of feed grains for the past eight years." In accomplishing these objectives, he added, the program will increase farm income by about \$500,000,000.

Westbound Rail Rates Being Lowered on Hogs

Westbound live hog rates to the Pacific Northwest were reduced by the northern railroads, effective July 10. The reductions amount to 20¢ per cwt. from Fargo, N.D.; 15¢ per cwt. from the Minneapolis-St. Paul area, and 10¢ per cwt. from other points of origin served by the Great Northern, Northern Pacific and the Chicago, Minneapolis, St. Paul and Pacific railways.

A reduction of 10¢ per cwt. will become effective on July 28 from all other midwestern livestock markets to the Pacific Coast. Both sets of new rates will alternate with the present rates and are subject to minimum carload weight of 30,000 lbs. except from June 1 to September 30, when the minimum carload weight will be 27,000 lbs.



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Packers Can Help Their Senior Employees Plan for Retirement Via TV Series

With the average life expectancy of a man at age 65 being about 13 more years and for a 65-year-old woman 15½ more years, preplanning is necessary to make the years of retirement enjoyable and stimulating for older persons.

This was the thought behind a recent series of 17 weekly discussions aired over Chicago educational television station WTTW. The presentation was the first TV project devoted to retirement counseling.

The reported excellence of the program has prompted the National Educational Television and Radio Center to sponsor re-broadcasts of the series via video tape, an action

program dating back to 1955, Swift strongly urged Chicago plant and general office employees to view the series. The response was good. This suggests that the program strikes a responsive note with many viewers, provoking serious thought, Seinwerth says.

The series is designed as a study project complete with a study guide and textbook, both prepared by the University of Chicago. These two publications, which sold for \$7.50 in Chicago, are designed to help senior employees nearing retirement think through possible avenues of action before and upon retirement.

For example, one lesson is devoted



FACING TV camera are Richard Thornbury (left) of Industrial Relations Center, University of Chicago, and H.W. Seinwerth, head of industrial relations of Swift & Company. They participated in planning television series devoted to retirement counseling.

that will make it available to other educational TV stations in the country.

H. W. Seinwerth, head of Swift & Company's industrial relations department, participated in planning the project and was one of the two program hosts. He also is chairman of a subcommittee of the Commission on Senior Citizens, which has been appointed by Chicago mayor Richard J. Daley.

Seinwerth points out that availability of the video tapes offers meat packing companies a ready-made means of encouraging senior employees to plan ahead. When the presentation is scheduled in a packer's community, various forms of company communications might well be used to point out its significance.

The scope of the program, which was prepared in cooperation with the Industrial Relations Center, University of Chicago, is beyond the means of most companies, he observes. But on television, it is free.

Although it has its own well-organized retirement counseling pro-

gram dating back to 1955, Swift strongly urged Chicago plant and general office employees to view the series. The response was good. This suggests that the program strikes a responsive note with many viewers, provoking serious thought, Seinwerth says.

Other general topics include: entering business upon retirement, investments, making new friends, work and recreation.

Various age groups can benefit from the program, Seinwerth says, but it is designed primarily for employees who are 45 years old and over. He urges all packers to alert employees when the program is scheduled in their community.

Wisconsin Bonding Bill

The Wisconsin Senate has passed a bill to require a bond and financial statement from all licensed livestock dealers and market operators. The bill, which was sent to the Assembly, would require bonds from \$5,000 to \$50,000.

Canada Packers Reports Lower Sales and Earnings

Net profit of Canada Packers, Ltd., Toronto, in the fiscal year ended March 29, 1961, declined 12.8 per cent to \$4,672,000 from \$5,357,000 in fiscal 1960, and dollar sales and tonnage also were lower, president W. F. McLean disclosed in the company's annual report to shareholders. Dollar sales in the latest year amounted to \$544,987,000, compared with \$575,892,000 in the 1960 year, and tonnage was 2,754,000,000 lbs. and 2,762,000,000 lbs., respectively.



W. F. McLEAN

The fiscal 1961 dollar sales were 5.4 per cent under the 1960 figure and tonnage was 0.3 per cent less. However, fiscal 1960 contained 53 weeks. On a 52-week basis, tonnage increased 1.1 per cent in the 1961 year and the decrease in dollar sales was 4.1 per cent.

Net profit in the latest year was the equivalent of 0.87¢ per sales dollar.

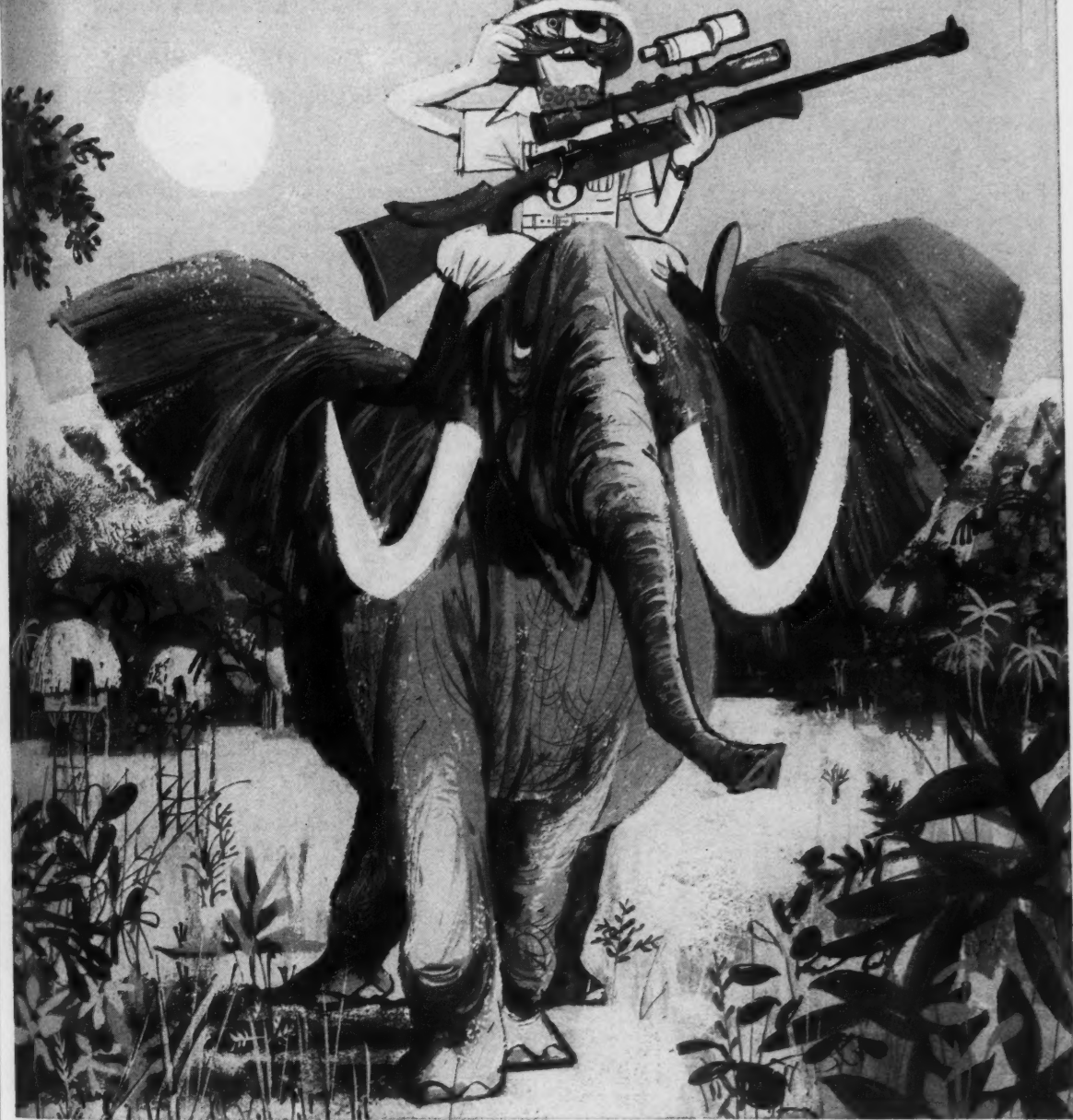
The decline in 1961 net earnings was attributed by McLean to reduced profit in the company's packinghouse business. Other divisions of the company made satisfactory profits, he said. The main factors that caused the reduction in packinghouse profit, he explained, were:

"1) A 24.4 per cent decrease in hog marketings. This caused extraordinary efforts on the part of packers to secure supplies of hogs, and somewhat higher unit costs due to reduced output.

"2) In the previous year, the dominion government was obliged to purchase a very large quantity of canned pork luncheon meat to support the hog market at the guaranteed floor price. In April, 1960, these stocks of canned pork were released for sale in Canada at a price well below replacement cost. This abundant supply at a low price resulted in consumption of canned pork luncheon meat of over 60,000,000 lbs. during the year ended March, 1961. This was about three times the normal yearly volume, and undoubtedly reduced the sales of other meat products during the year. Canning plants of the whole packing industry, which represent a large investment, were closed and thereby produced no products from

[Continued on page 38]

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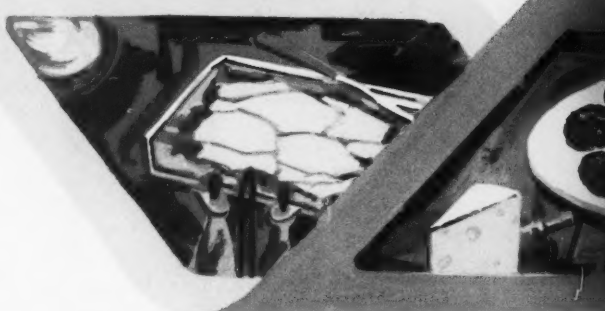
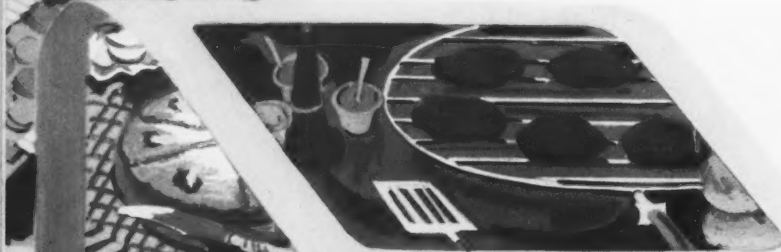
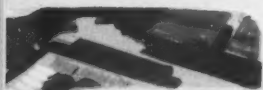
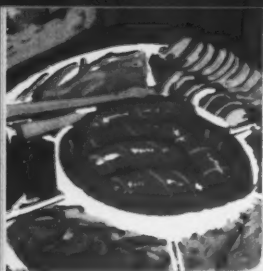
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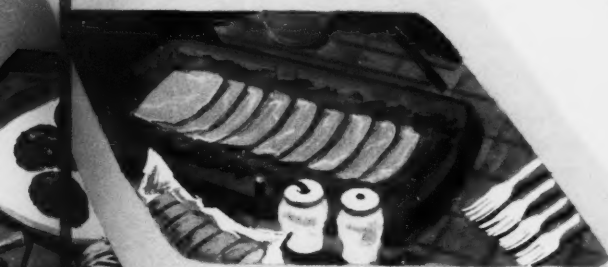
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"...cleanup is simple and fast with the completely enclosed housing features...cylinder can remain in place during cleanup. The sanitation features of this unit are exceptional."



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Research

A. M. PEARSON of the meat laboratory, Michigan State University, presents the twentieth in a series of monthly reviews of reports on current research in the field of meat and allied products.

EXploRED in this month's research review are such varied subjects as the nature of color problems in beef muscle; the possibility of calculating the fat and protein content of beef cuts and ground meat from specific gravity and the possible effects variations in humane slaughter methods might have on meat tenderness. The use of ultrasonics for measuring fat and lean in live animals takes on an international touch in a report from Germany.

A recent doctoral thesis from the University of Gottingen, Germany, concerns the use of "ultraschall" (high frequency sound or ultrasonics) for measuring fatness and leanness in live hogs. An abstract available in German concludes that ultrasonics can be used more effectively than other methods for measuring leanness and fatness of live animals.

Although the technique does not differ from work in the United States, the author stresses the importance of the method for measuring leanness in live animals so that the best animals can be retained for breeding purposes.

An interesting paper that may shed light on the nature of color problems in beef muscle was reported by investigators at the American Meat Institute Foundation (*Food Sci.* 26:314, 1961). The authors not only studied the oxygen requirements of beef muscle following death, but also attempted to ascertain the various factors influencing oxygen uptake. Since oxygen uptake (consumption) is responsible for development of the bright red color of freshly cut beef muscle, and ultimately for the brownish-black discoloration of meat upon storage, the implications are obvious.

The authors determined the activity of the respiratory enzyme (succinic dehydrogenase), which plays an important role in oxygen uptake, at various temperatures and pH

readings. They noted that oxygen uptake of the succinic dehydrogenase system increased with greater alkalinity, as well as with increases in temperature.

Results indicated that during the first 15 hours post-mortem, a number of factors influenced oxygen uptake, but after that time enzymatic reaction appeared to be responsible for subsequent oxygen consumption. This would suggest that control of enzymatic action after about 15 hours post-mortem could conceivably reduce the blackening or browning due to oxidation of meat pigments.

POST-MORTEM CHILLING: Two studies have been published by Briskey and Wismer-Pederson (*Food Sci.* 26:297, 1961) from the Danish Meat Research Institute. The first deals with the rate of anaerobic (absence of air) glycolysis (sugar breakdown) and temperature changes as related to the appearance of pork muscles. Continuous temperature readings and pH values were recorded during post-mortem chilling of the pork.

The carcasses could be classified into the following groups on the basis of pH and temperature changes during chilling: 1) a slow gradual decrease in pH to a final value of 5.7 to 6.3; 2) a gradual decline to pH 5.7 in about eight hours with a final value of 5.3 to 5.7; 3) a rapid decrease to about 5.5 during the first three hours with a final pH of 5.3 to 5.6, and 4) a sharp drop in pH to 5.1 at one and one-half hours and a subsequent rise to pH 5.3 to 5.6.

The first three types of muscles were satisfactory from the standpoint of color, structure and water-holding capacity, whereas type 4 was pale, watery and soft. Results indicate that the rate of cooling may also have an influence on muscle structure. Thus, it may be possible to alter muscle color, softness and other characteristics by varying the rate of temperature reduction.

In the second paper the authors

(*Food Sci.* 26:306, 1961) used biopsy methods (samples from the live pig) to determine whether this technique could be used to predict the characteristics of pork tissues prior to death. Although there were some major differences in the chemical constituents found in the biopsy and post-mortem samples, the biopsy samples in general appeared to be a good indication of post-mortem conditions, the authors concluded.

The authors also found that tissues from type 4 pigs, which had the rapid pH drop, reduced methylene blue much more rapidly. This would indicate that biopsy samples may be useful in predicting soft, watery pork and that the methylene blue reduction test might be used in detecting individual carcasses or muscles that are soft and watery.

Tappel from California (*Food Sci.* 26:269, 1961) made spectral measurements of the pigments in cooked and cured meats. He used the spectral curves in attempting to identify the hematin pigments (the oxidized iron-containing portion of myoglobin). He concluded that the pigments in cooked and cured meats are denatured globin hemochrome and denatured globin nitric oxide hemochrome, respectively. Although positive identification of the pigments would help in explaining why cooked and cured meat pigments are not always stable, identification is not yet positive.

IRRADIATION REVISITED: Results of the meat irradiation program are still forthcoming. Although commercial application of the process is not feasible in the light of current problems, the stimulus provided for work on off-flavors in meats certainly has been most rewarding. Two recent articles on flavor research are indicative of the sound work on meat flavor which has been an outgrowth of the program.

The first by Hedin, Kurtz and Koch of the Quartermaster Food and Container Institute (*Food Sci.*

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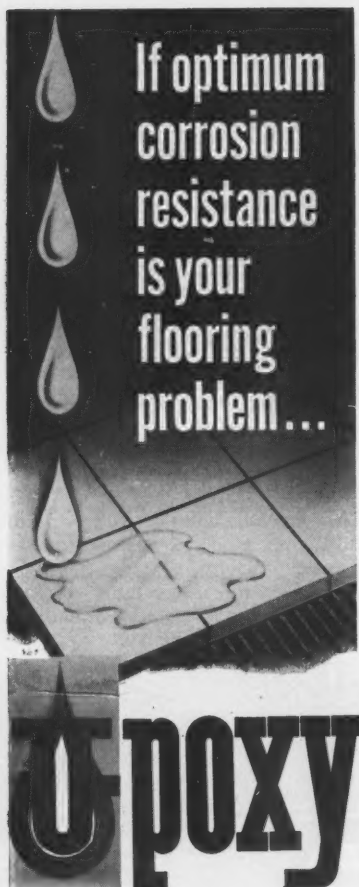


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26:212, 1961) gives information on the odors produced in irradiating several different beef protein fractions and their derivatives. They found that the odors produced varied with the following: protein class, molecular weight and electric charge, the medium and the availability of functional groups.

Of particular interest is the fact that a large variety of irradiated odors can be produced from a single starting material by varying irradiation conditions. The authors concluded from threshold tests that only about 1/100,000 of the total protein was converted into the odor-containing compounds.

The other paper on irradiation is by Wick and others of the Massachusetts Institute of Technology (*Food Sci.* 526:258, 1961) and describes a method for isolation and removal of beef irradiation flavor components.

In brief, the method makes use of radiation and distillation of an aqueous (watery) slurry of meat with isolation and removal of the odorous material. The technique is not yet practical, but would appear to be especially useful for concentration of the components responsible for radiation flavor.

Alford and co-workers at the U. S. Department of Agriculture studied the breakdown of fats by bacterial lipases (fat-splitting enzymes) and determined the different fatty acids quantitatively on a gas chromatograph (*Food Sci.* 26:234, 1961). The authors attempted to determine if different lipases were specific for hydrolyzing certain fatty acids and if they acted only on certain positions within the fat molecule. Results indicate that none of the bacterial lipases differed in their action on lard, but a variation in specific action was evident with some oils.

A paper from India (*Food Sci.* 26:253, 1961) dealt with the effect of glazing and freezer storage on the denaturation (a loss of solubility of the protein) of fish proteins. Glazing the fish by over-freezing with a thin covering of ice resulted in some protection from denaturation. The protein, actomyosin, appeared to be readily denatured, while the sarco-plasmic fraction (the material between muscle fibers) remained unchanged. It would appear from this work that denaturation of actomyosin may be largely responsible for drip loss and other changes during freezing and thawing.

TOUGH BIRDS: A study of tenderness in poultry meat by Stadelman and Wise of Purdue University (*Food Tech.* 15:292, 1961) is of in-

terest to the meat industry in view of humane slaughter practices. They used the anesthetic, nembutal, to reduce bruising while shackling chickens prior to slaughter. The researchers found that the period of maximum toughness was greatly extended in the anesthetized birds.

At present, it is not known whether methods of humane slaughter may effect the tenderness of meat animals. It is quite possible, in view of the results reported by the Purdue workers, that differences in tenderness could occur with variations in the method of humane slaughter.

Bieber, Saffle and Kamstra of South Dakota (*J. An. Sci.* 20:239, 1961) investigated the possibility of calculating the fat and protein content of beef cuts and ground meat from specific gravity. Since specific gravity can be readily determined by weighing the meat under water, the technique should be relatively rapid and economical.

Although results indicated that specific gravity could be used in a predicting equation to give a good estimate of the fat and protein content of intact cuts, the composition of the ground samples could not be predicted with any degree of accuracy. The determination of composition of a ground sample by using a rapid method would be most useful for regulatory personnel or in quality control work, but the method described did not appear to be accurate enough to be useful. Apparently, the incorporation of air into the sample during grinding changes specific gravity sufficiently to make it inaccurate.

Campbell Soup Co. recently published the proceedings of a flavor chemistry symposium held earlier this spring. The entire proceedings would be useful to those interested in the chemistry of food flavors, and especially to those interested in meat, fish and poultry. It is not known if complete copies of the proceedings are available upon request. However, several papers of particular interest are listed here, since the authors may be able to supply copies.

F. M. Strong of the biochemistry department at the University of Wisconsin pointed out a number of problems and methods of studying food flavor chemistry. D. M. Doty of the AMIF reported on meat flavor, while H. Lineweaver of the USDA Western Regional Laboratory, Albany, Cal., and S. J. Kazeniac of Campbell Soup Co. both gave papers on chicken flavor. Fish flavors were discussed by N. R. Jones of the Torry Research Station at Aberdeen, Scotland, and Betty M. Watts of



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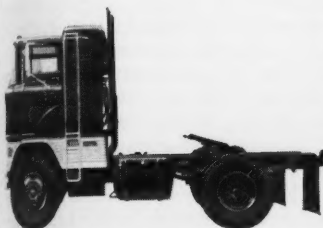
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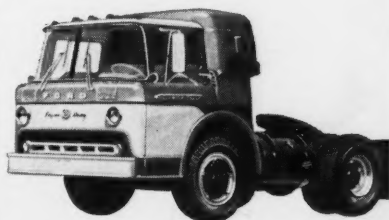


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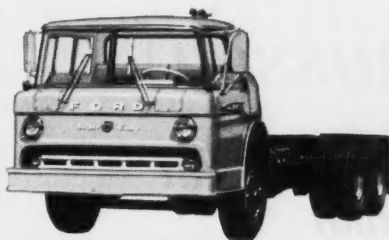


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Florida State University spoke on the role of lipid (fat) oxidation in lean tissues in flavor deterioration of meat and fish.

Although space does not permit a complete discussion of the information, the symposium unquestionably contains the most complete and up-to-date information available on flavor chemistry of foods.

**USDA Committee Asks for
More Nutrition Research**

Members of the U.S. Department of Agriculture's National Agricultural Research Advisory Committee, meeting recently in Washington, D.C., called for expanded research to develop new knowledge of human nutrition and more information on consumers' actual use of foods.

Noting that "too little is known" about how various foods and combinations of foods contribute to health and vitality, the committee declared that more information is needed on the functions of amino acids, fatty acids, carbohydrates, minerals and vitamins as a guide to the production, processing, marketing and consumption of foods. In addition, data on food composition and food consumption are needed, including the adequacy of diets among various population segments.

Also urged was the need for more research in several other broad agricultural areas: 1) elimination of undesirable residues from food and feed; 2) economic adjustments to balance production and consumption; 3) new uses for farm and forest products; 4) merchandising and improvement of market quality, and 5) protection of livestock, crops and forests and their products from disease, pests and other losses.

**FTC Reorganization Plan
Is Approved by Congress**

The Senate rejected the recommendations of its government operations committee and approved President Kennedy's reorganization plan for the Federal Trade Commission. The House approved the plan earlier.

The Senate committee said it objected to the plan because it will permit the Commission to delegate many of its functions to an individual commissioner, employee or board of employees and because appeal of a hearing examiner's order to the full Commission, which has been a matter of right, will be discretionary with the Commission under the plan. Goal of the reorganization is to expedite the commission's work.

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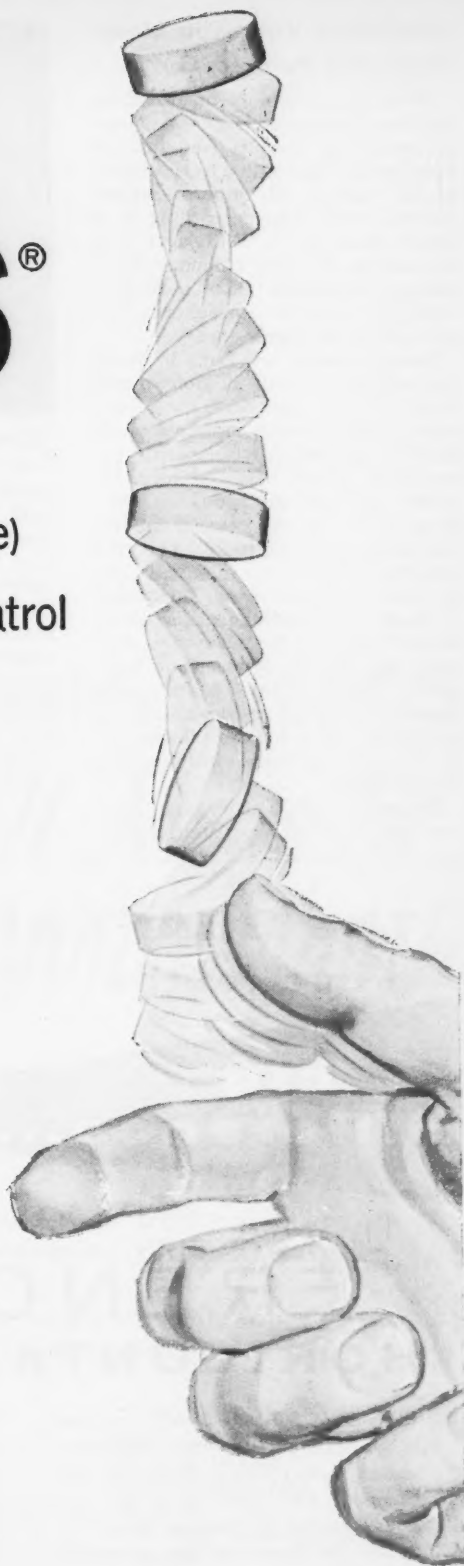
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Additional Values in Meat Meal Are Pointed Out

While meat and bone meal usually has been considered only as a source of protein in feed, it contains not only protein but also a very appreciable amount of mineral matter derived from bone, according to a report made by C. W. Sievert, feed consultant for the National Renderers Association. Bone meal is a valuable source of phosphorus and calcium of excellent quality.

Sievert's paper sets forth in detail the additional value in dollars and cents of meat and bone meal over other proteins which contain a much smaller percentage of minerals essential in a well balanced feed. He states that meat and bone meal contains 4.5 to 5.0 per cent of quality phosphorus and 9.5 to 10.0 per cent calcium. Calcium is relatively low in price; but even when purchased in large lots, phosphorus is worth about 23.6¢ per lb. When it is figured that 100 lbs. of meat and bone meal contain at least 4 lbs. more phosphorus than soy bean meal, the additional value for the phosphorus in the meat and bone meal amounts to about 94¢.

Sievert states that pricing meat and bone meal on a per unit of pro-



STOPPING off in Baltimore to celebrate National Hot Dog Month, Otto Schutz (with hat), one of Europe's leading hotel chefs and president of a German master chefs association, presents king-size frankfurter to T. E. Schluderberg (left), president of Schluderberg-Kurdle Co., Inc. Armed with recipes using frankfurters and sausage to create gourmet dishes for dinners and buffets, Herr Schutz's aim was to raise frank from "roll and hot dog" status to "its rightful place in the fancy culinary arts." Standing next to Schutz are (l. to r.) Michael Eder, sausage superintendent at Esskay, and O. B. Smith, firm's vice president for sales, both of whom accompanied chef on tour of Esskay sausage kitchen. Schutz also introduced "continental" hot dogs in other cities.

tein is basically wrong because it fails to take into account the value of the minerals it contains.

On a replacement basis Sievert says that 100 lbs. of feed made up of 60 lbs. meat meal (50 per cent) plus

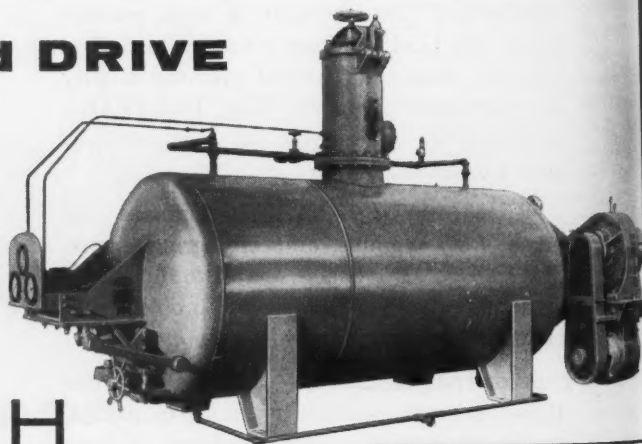
40 lbs. of corn is equal to 100 lbs. of feed containing 75 lbs. soybean meal (44 per cent) plus 13¼ lbs. of dicalcium phosphate (18 per cent) plus 6 lbs. calcium carbonate and plus 5¾ lbs. of animal fat.

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**0° F. Frozen Foods Code
Is Adopted by AFDOUS**

The Association of Food and Drug Officials of the United States at a recent conference adopted its frozen foods code calling for a 0° F. temperature at all stages with a 10° tolerance.

In its report the frozen foods committee pointed out that it had reviewed a set of voluntary operating practices prepared by an all-industry coordinating committee, but reaffirmed its previous views that a voluntary industry self-policing program cannot substitute for an AFDOUS code. The industry proposal would have reached a zero temperature with a 10° tolerance by 1963 and would have limited this tolerance to 5° by 1965.

AFDOUS claimed that the biggest weakness in the industry proposal involved transportation; its frozen foods committee specifically mentioned a 20° tolerance proposed for delivery trucks as too high. The group also objected to new refrigerated transportation equipment capable of achieving a temperature of 5° F., since 0° is considered the goal to be achieved.

At the AFDOUS conference, George P. Larrick, commissioner of the Food and Drug Administration, asked members to join "in a monumental federal-state-local drive for wholesome food; pure, safe, effective drugs, and safe cosmetics—all properly labeled." He said the FDA and every state and local food and drug enforcement agency should survey its own operations and needs and determine what is needed for the next 10 years and "how to get there."

Lyle Littlefield, chief of the food and standards division, Michigan State Department of Agriculture, urged more standardization of packaging and more descriptive labeling. He asked for as much uniformity and understanding in the various states as statutes will permit, not only for the consumer's benefit but also to make the packer's job easier.

Renderer Meetings Dates

The 28th annual convention of the National Renderers Association is slated for November 5-8 in the Waldorf Astoria Hotel, New York City. Other convention dates announced by the NRA include: August 24—summer meeting of the Middle Atlantic Renderers Association, Atlantic City, N. J., and September 16-17—annual convention of the Fifth Region, LaSalle Hotel, Chicago.

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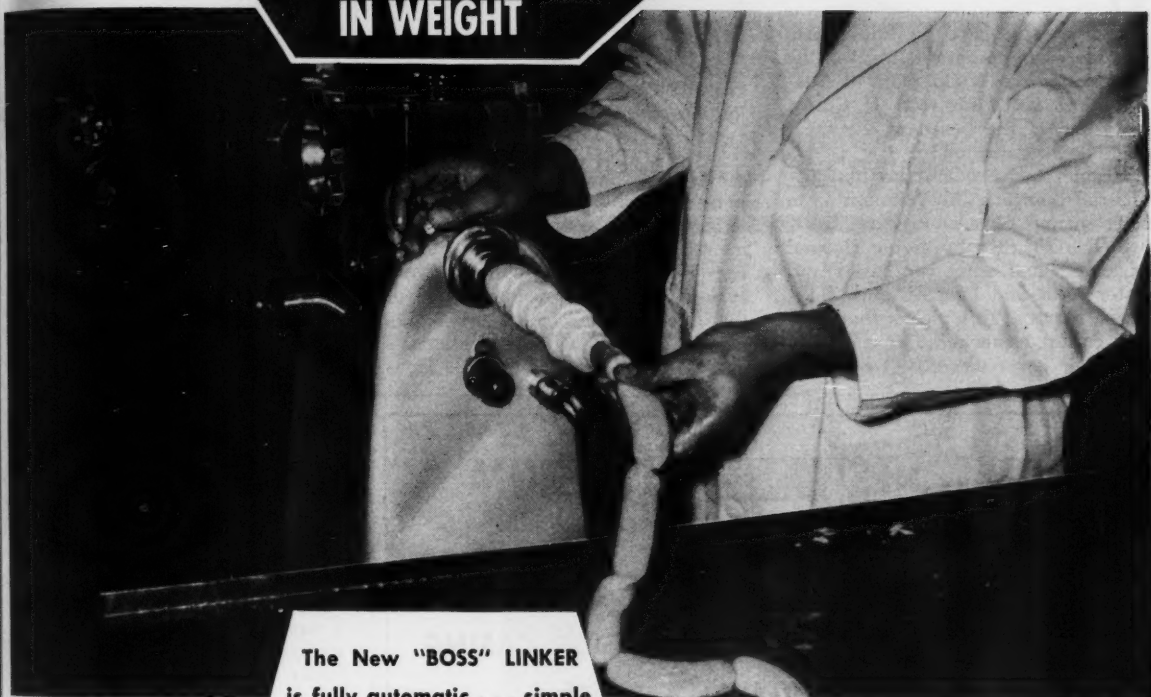
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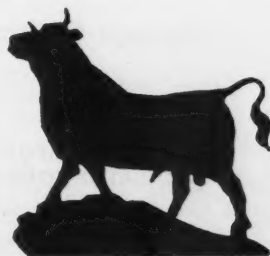
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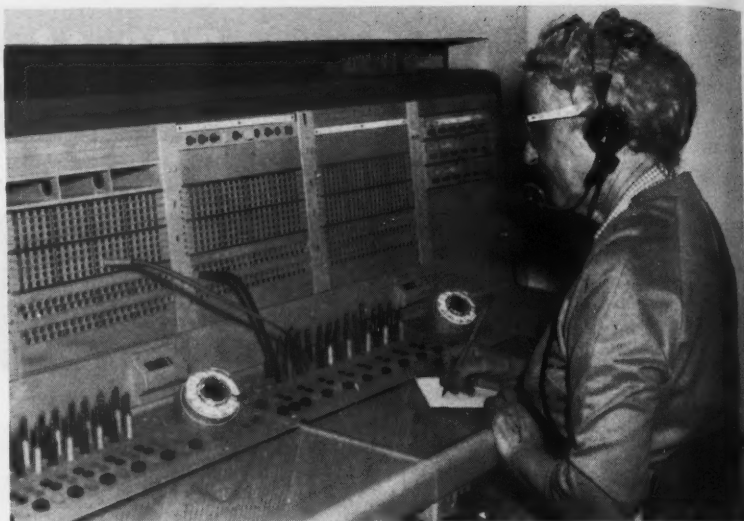
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New Direct Inward Dialing System Speeds Phone Calls At Hormel Plant In Austin, Minn.

ONE OF the most modern telephone communications systems available anywhere in the world was placed in operation July 1 at the Geo. A. Hormel & Co. plant at Austin, Minn., according to H. H. Corey, chairman of the board of the meat packing organization.

Hormel has become the first industrial concern in Minnesota to start using Direct Inward Dialing (D.I.D.), thereby giving Hormel customers and employees better and faster local and long distance telephone service. This means that persons calling someone at Hormel may dial their party directly at his desk



EFFICIENCY OF new, compact "608" switchboard is demonstrated by Florence Regner, chief operator at Hormel Austin plant. D.I.D. calls by-pass board.

without first going through the company's switchboard operator.

The Hormel company is the first meat packing firm in the entire nation to be equipped with the new system, which is considered one of the latest advancements for expediting telephone communications.

With D.I.D., each of the 330 Hor-

mel plant telephones has been assigned its own seven-digit telephone number. To reach one of these phones, the outside caller simply dials the number as he would make any other call. This system applies to both local and long distance calls. Thus, Hormel administrative employees are now able to place and receive long distance calls directly over the nationwide Direct Distance Dialing network. The new facilities make it more convenient for Hormel to take advantage of the lowest possible rates available for telephone service.

To handle other types of calls that must still go through a Hormel operator, the company now has in use a new, compact switchboard of the latest kind available that provides faster completion and transferring



ONE OF thousands of wires installed for new D.I.D. system is checked by J. R. Patterson of Northwestern Bell Telephone Co. Installation project required 2,325 man-hours of work.

THE NATIONAL PROVISIONER, JULY 15, 1961

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• Interstate Casing Co.—1, Rue Baudin—Bordy (Seine) France

• Interstate Casing Co.—9-11 Rue Bisso, Brussels, Belgium

of incoming calls, Corey explained. In addition to the D.I.D. telephones used for calling to and from Hormel, the company has a separate network of 120 special telephones for intra-plant communications. In effect, the D.I.D. telephones are reserved to expedite manufacturing and shipping of products to Hormel customers.

To let its customers and other business contacts know of the new system, Hormel personnel have mailed out special cards to persons who call them frequently, listing the employees' new D.I.D. numbers.

Shortly before the new system was activated, Hormel held a series of meetings of employees to explain D.I.D., using slides and tape recordings prepared by Hormel and Northwestern Bell Telephone Co., which installed the new communications "package." Telephone men first started working on the project in April, putting in a total of 2,325 man-hours to complete the job. Early on July 1, 12 telephone men were required to handle the switchover to the new system.

Italy Pork Import Ban Ends; Producers Want Safeguards

Italy's recently extended ban on pork imports ended last week, the Foreign Agricultural Service has revealed. However, livestock producers are demanding permanent legislation to limit imports when hog prices are at unsatisfactory levels.

The temporary ban on pork, live hogs, lard and other pork fats had been renewed several times since it first became effective in June, 1960. Italy was recently brought before the high court of the common market for alleged violation of the Common Market Treaty.

The court, however, determined that a "critical situation" existed in the Italian industry and paved the way for the recent extension of import controls. Although demand for pork has been increasing in that country, imports declined from 66,000,000 lbs. in 1959 to 48,000,000 lbs. in 1960, the FAS pointed out.

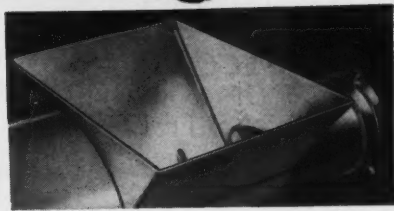
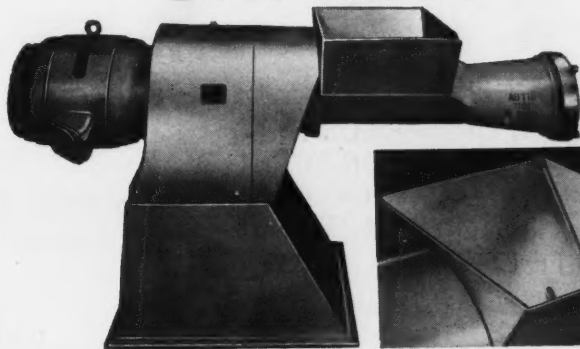
Ronnel Petition Withdrawn

The Dow Chemical Co., Midland, Mich., has withdrawn its petition for the establishment of a tolerance of 10 parts per million for residues of ronnel (o,o-dimethyl o-(2,4,5-trichlorophenyl) phosphorothioate) in the fat of cattle, goats, hogs and sheep, the Food and Drug Administration announced. The withdrawal is without prejudice to a future filing of a similar petition.

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Designed for rendering operations and to process frozen meat and related products with tough grinding problems, the AUTIO is the strongest, fastest grinder on the market . . . by actual test. Engineered for easy cleaning and sanitary operation, it features Extra-Large Hopper Throat, Patented Bevel-Edged Screw and has a 15,000 lbs. per hour capacity.

The AUTIO'S modern, streamlined design has all steel construction with heavy cast steel worm and barrel — is heavy hot tin dipped.

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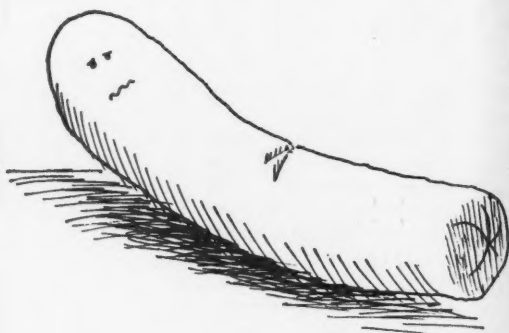
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World's finest, most complete line of grinder knives and plates—since 1925

THE CASE OF THE FADED FRANK

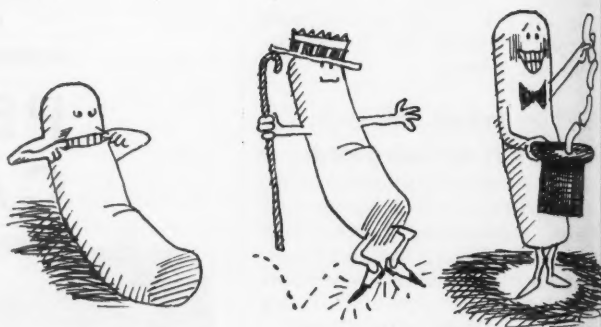
A PFIZER-PEABLE



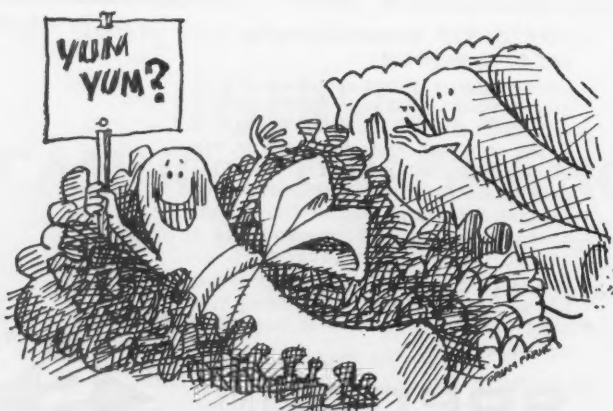
THIS IS FRANK FURTER.



GOOD-HEARTED, GREGARIOUS BY NATURE, HE YEARNS FOR THE WARM COMPANIONSHIP OF A POT OF BAKED BEANS OR A TOASTED BUN.



DESPERATE AT HIS LACK OF SUCCESS HE TRIES EVERY TRICK HE CAN CONJURE UP.



Moral: 'ALL THE PARSLEY IN THE WORLD WON'T HELP A FADED FRANK GRAB THE LIMELIGHT FROM HIS ROSY NEIGHBORS.'

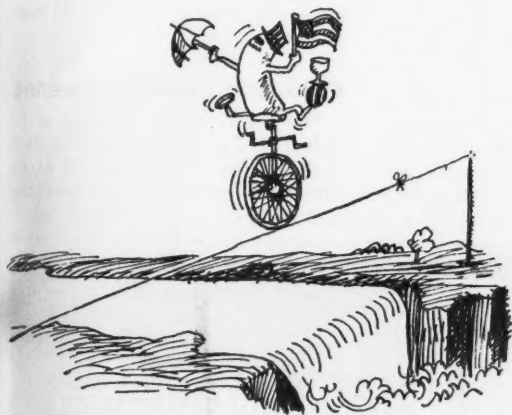
PROTECT your franks, bacon and other processed meats against color-fading... efficiently, economically. Just add a small amount of Pfizer Erythorbic Acid or Sodium Erythorbate to the chop for franks, bolognas, luncheon meats. Spray a solution of either on presliced hams and bacon. Add sodium erythorbate to the pump pickle for hams or to the curing pickle for corned beef. Your products will have the eye-appeal to insure they'll be sell-out performers.



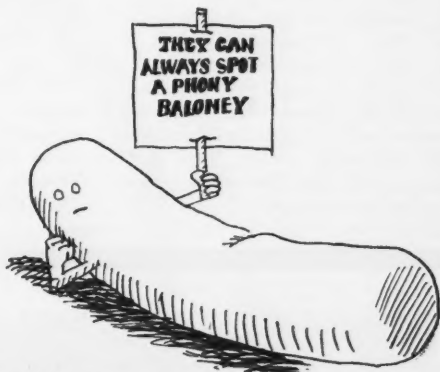
HE RESIDES AT 101 LAUREL AVE.
ROLLSVILLE ILL. (a meat market)



HE'S LOST COUNT OF HOW MANY TIMES
HE'S BEEN PASSED UP FOR ONE OF
HIS MORE APPETIZING RELATIVES.



...TO ATTRACT ATTENTION.



BUT BECAUSE OF HIS PALE, UNTEMPT-
ING APPEARANCE FRANK FAILS, AND
GETS LEFT ON THE SHELF. POOR FRANK.

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MEATS AGAINST COLOR-FADING
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NP

Canada Packers' Earnings

[Continued from page 16]

April, 1960, until March, 1961.

"3) For some years a steadily increasing proportion of the beef sold in the large consuming markets of Quebec and Ontario has been killed in Western Canada and shipped East as chilled carcasses. This trend accelerated during the year because of a change in freight rates which increased the saving in shipping carcass beef rather than live cattle. This has resulted in a period of readjustment of the channels of supply, which has made beef operations difficult."

The federal government's shift from a fixed support price for hogs to a deficiency payment scheme undoubtedly helped cause the sharp reduction in marketings, although the measures were "clearly necessary" because of the previous over-supply of hogs, McLean said. "The pendulum is now swinging the other way," he noted, "and it is likely that hog marketings will be about equal to last year in July and will be higher than last year thereafter, with substantial increases in the fall and winter. This may mean a good deal lower hog prices during the year ahead."

National Beef Promotion Urged by Western Group

Disturbed by the prospects of lower beef prices and increased production, members of the Western Regional Beef Council met to map a program to encourage the consumption of beef.

Members from the four western states of Arizona, California, Nevada and Utah urged the development of a promotion program by the national association. Until the national group takes active steps, the Western Regional Beef Council decided to encourage and cooperate with existing state councils in issuing promotional materials.

Brunel Christensen, chairman of the council, urged the entire cattle industry to support the beef promotion programs through equitable financing. He also suggested that associations work to bolster the program as well.

Attending the meeting as observers were Fred Dressler, president of the American National Cattle-men's Association, and John Marble, newly-elected president of the National Live Stock and Meat Board. Both expressed agreement with the objectives of the Western Regional Beef Council.

Wilson Names Compton Ad Agency for Several Items

Wilson & Co., Inc., Chicago, has appointed Compton Advertising Agency of that city to handle the promotion of several products, including B-V Meat Extract and Ideal Dog Food, with estimated annual billings of about \$1,500,000. The appointment will become effective November 1.

In addition to the dog food and meat extract, the agency will handle advertising for various dairy and poultry products and for Wilson Laboratories, according to Harry Barger, Wilson's manager of advertising and sales promotion. Roche, Rickard & Cleary currently promotes the products headed for Compton.

Campbell-Mithun, which gained Wilson's Sporting Goods Co. account last year, also has been assigned consumer package and bulk Bake-rite effective October 31.

Colorado Feeders Meeting

The semi-annual meeting of the Colorado Cattle Feeders Association is scheduled for August 31 at the Stanley Hotel, Estes Park, according to Neil Skau, jr., secretary.



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Asmus Brothers
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produce the world's finest
spices and seasonings
—to make your product
taste better!

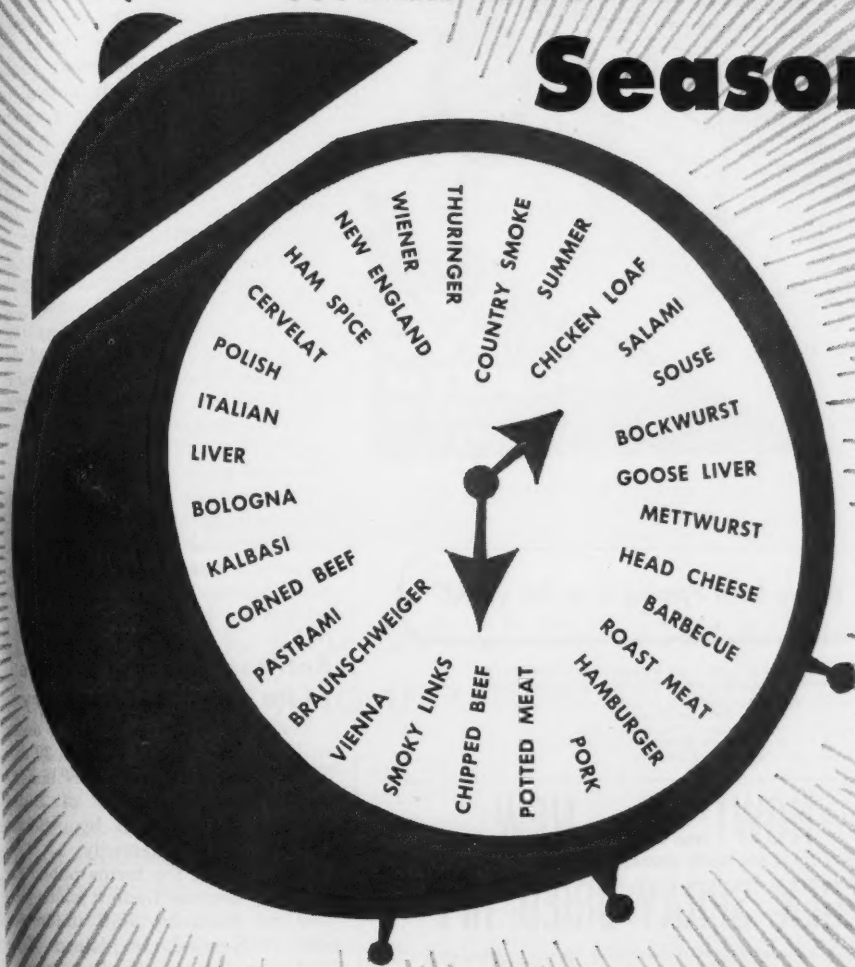


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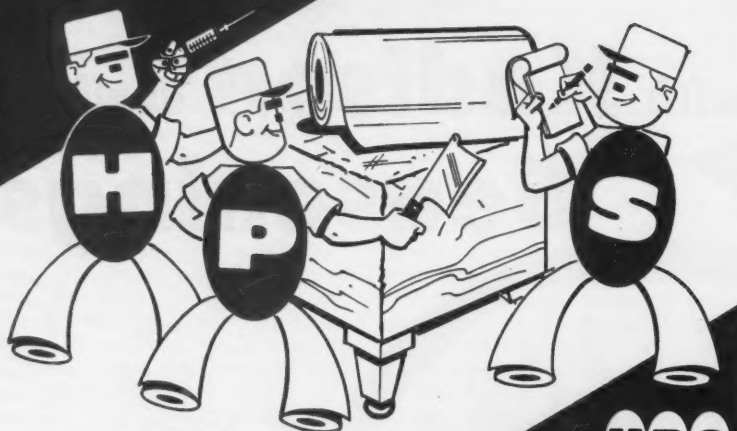
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CHICAGO 38

Packer Use of Computers In Quality Control Noted

The increased use of statistics and computers by meat packers as aids to quality control was noted by Wendell A. Clithero of International Business Machines Corp. in an address at the 14th annual Reciprocal Meat Conference, held recently on the campus of the University of Tennessee, Knoxville.

The conference, attended by more than 125 meats department representatives of the nation's land grant colleges, was planned and conducted in cooperation with the National Live Stock and Meat Board.

Clithero said that meat packers today, by using mathematical machines, are able to obtain a uniform, standardized product in the preparation of sausage and luncheon meats. The desired product formula is computed by the machines on the basis of accurate chemical analyses and the packer's specifications in regard to ingredients and quality, together with current figures on meat prices and costs, the speaker explained. Such factors as fat content and color value and consistency are carefully controlled in the computer system.

Recommended procedures for quality beef contests, the physical-chemical properties of meat, factors influencing the quality of pork, factors influencing yields of cuts in lamb carcasses and the ultimate objectives of meat teaching programs were among other topics discussed during the two-day conference.

Antitrust Consent Orders To Be Aired Before Entry

Terms of antitrust consent orders will be made public at least 30 days before their entry in court under a change in Department of Justice procedure announced by Attorney General Robert Kennedy.

"By making the terms public before they become final, it is our purpose to minimize any unforeseen effect," Kennedy explained. "The 30-day period should allow competing firms and other persons and agencies to comment and thereby to keep the department and court fully informed of all relevant facts."

The Attorney General said the department will reserve the right to show such comments to the defendants and to withdraw or withhold its consent if the new information indicates that the proposed judgment is "inappropriate, improper or inadequate."

At least 70 per cent of the Justice Department's antitrust litigation is settled by consent agreements.



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- A complete, flavor-balanced high-protein product with nothing extracted—nothing added.
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- If your special requirements suggest the use of a dry product, **VEGEX SPRAY-DRIED HPP** is your best choice to insure Flavor Enhancement and extended Bloom Retention.
- Vegex Spray-Dried HPP is compatible with any other additive you may be using.
- Vegex Spray-Dried HPP is the greatest thing that ever happened to Fresh Pork Sausage, Ground Beef, Dry and Semi-Dry Sausages.
- In **cure**, Vegex Spray-Dried HPP will go into solution quickly, completely—and stay in suspension.
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Aids for Testing Impact Of Packages are Outlined

The role of modern packaging as an integral part of merchandising was underlined recently by Container Corporation of America when it revealed the following technical instruments used at the firm's new



VISIBILITY tester measures impact of package design on peripheral vision.

consumer research field office in Park Forest, Ill., for pretesting the visual impact of a package.

Ocular camera takes a continuous series of pictures of the observer's eye as it moves over a design. This

device also photographs eye dwell patterns as the prospective buyer views competing designs or variations of proposed packages. Afterward, charts may be studied for indications of relative impact effectiveness and sustained attention.

Vision impact tester flashes illustrations of packages on screen at increasingly longer intervals of time and determines which design elements are more rapidly recognized. The unit determines the length of time that it takes the average person to identify the names and contents printed on a carton.

Visibility meter measures the difference between the legibility or clarity of two package designs when viewed under identical lighting conditions. Specifically, readings are made on copy legibility, color, identification and recognition of trademarks, design, form, illustrations, and other elements.

Visibility tester measures peripheral vision. Human beings see many things out of the corners of their eyes, an important factor in the attention-getting quality of a package. This theory led to the development of the visibility tester which blurs, sharpens, dims and brightens packages at the will of the "button-presser" who is carrying on

the measurement of design impact. **Angle meter** records the ability of designs to project identification from acute angles of approach. This instrument simulates supermarket conditions where the shopper approaches packages from the aisle (and thus from an angle).

Perceptual tests being conducted with these instruments at the CCA facility describe the visual clarity and general viewing requirements of package designs. They also provide guideposts for designers in developing packages that consumers will see clearly, buy, like and repurchase.

Congressional Breakfast

Membership of the Indiana Meat Packers Association currently includes 24 firms that slaughter more than 80 per cent of all livestock in the state, and the IMPA board of directors hopes that many more of the smaller Hoosier packers will join the group, association president Robert S. Scott of Home Packing Co., Terre Haute, told Indiana members of Congress at a recent IMPA-sponsored Congressional breakfast in Washington, D.C. Scott also explained the industry's position against packer bonding legislation now pending in Congress.

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Truck Talk

By CHET CUNNINGHAM



A NEW fiberglass panel is said to hold meat products 5 to 10 per cent cooler in driving from plant to store or home. The sandwich is filled with Dylite, an expandable polystyrene.

Truck bodies made of these panels weigh one-third less, are easy to clean and don't absorb water, the makers claim.

The next time you check your distributor points for wear or pitting, look for signs of oil blackening on the points and on the inside of the distributor housing. Excessive oil (or oil deposits) at any of these spots is a symptom of either over-lubricating or of leakage up past the distributor shaft. Examine the shaft bushing and seals for looseness, wear or deterioration. The distributor is so important to overall engine functioning that any worn parts should be replaced immediately.

A new liner, which is currently being used for reefer trailers, could work on your long-haul meat rigs. It's from Landreth Industries and consists of liner panels for walls and floors made of a fiberglass reinforced polyester plastic surface applied to plywood.

Landreth says these panels are impervious to high temperatures and steam and strong cleansing materials and will not retain odors when you change cargo. They also will not chip, buckle or swell and are said to last four to six times as long as conventional plywood, yet stay clean throughout that time.

The panels are available in white, medium grey, medium blue or special colors that can be developed.

Most drivers become so accustomed to the sounds coming from their rigs that they take them for granted and soon don't even hear them. You should listen carefully because every little sound, click and growl means something—and it might mean that service is needed quickly on your rig.

Texaco has listed a number of typical sounds to watch for in your engine:

Coffcemill whirring. This sound,

which becomes more pronounced when the motor speeds up, comes from the lower front end of the engine. It is an almost certain indication that the timing gears are worn and will need replacement soon.

Cricket chirping under the hood can mean that the belt on the fan or power-steering is loose and slipping. If your truck makes this noise only when cold or on hard, slow speed turns, there is no real problem. But chirping under any other conditions means you should tighten up the belt, apply a rubber dressing on it or replace the belt.

Teakettle whistle from an automatic transmission may mean that an improper fluid level has allowed the introduction of air into the system. This can happen when the fluid level is too low or when there is too much fluid, resulting in foaming. If you hear the teakettle, check with your transmission specialist.

Chugging can be caused by weak or misfiring spark plugs. Have the plugs checked right away.

Rattling in valves occurs when cams clatter against valve lifters. A certain amount of valve rattle is typical of all OHV engines. But an educated ear can tell you when the clatter gets too loud or lasts too long. Check with your mechanic.

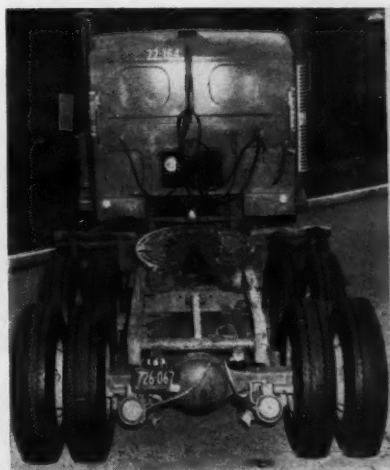
If you have ever considered using L-P gas in your trucks, here are a few details. L-P gas will: completely eliminate sludge in your oil, extend oil life by 500 per cent, eliminate carbon in your oil, prevent oil dilution, prevent cylinder wash and provide even distribution of fuel.

Why aren't more L-P fueled trucks used? The original cost runs about \$250 to convert to L-P gas. This includes fuel tank, lines and carburetor, as well as labor. Another drawback: You lose about 10 per cent in miles per gallon (but this is offset by slightly lower fuel cost).

There is no law preventing the use of L-P gas vehicles on streets, roads or highways. However, some cities do restrict the fueling of L-P gas tanks to areas outside major business districts.

Propane gas is as safe as the gas that cooks your meals. It is under the same pressure in the tank as is the gas in your home. There is virtually no danger of an explosion. The pressurized tank can stand 1,000 psi.—hundreds of times the normal pressure.

How about a wreck? The propane tank is much safer than the lightweight gasoline tanks on most trucks. Safety men say that propane is much safer than gasoline when



ONE TRUCK TIRE (at right) takes place of two with new Firestone development that has been in testing stage for three years. Duplex tire, which helps user save on inventory, is said to offer a softer ride and better stability as well.

the former is utilized in trucks.

Could you save on an L-P gas truck? Balance out cost of conversion against savings on engine overhaul and repair, on oil, on engine life and on saved mechanic's time. L-P equipment also can be transferred from one rig to another, cutting down on your expense.

Talk the L-P gas idea over with your local propane or butane distributor. He will show exact cost factors to you and he can give you a complete cost breakdown. Then it will be up to you to decide whether L-P gas can save you money.

No matter how good the tires on your trucks are to begin with, their service life depends mainly on the driver. Here are several driving rules to help extend the life of your delivery trucks' tires:

1) Avoid speeding over rough roads, chuck holes or roads containing loose material.

2) Do not drive over curbs by making sharp turns into a driveway or by backing over curbs.

3) Avoid riding the edge of the pavement, half on, half off.

4) Anticipate stops; avoid sudden and improper use of brakes.

5) Start slowly and do not spin the wheels.

6) Drive at moderate speed, especially when carrying full loads.

7) Avoid improper distribution of product loads.

8) Check frequently for soft and flat tires.

9) Report misaligned wheels or other abnormal conditions noted while driving.

10) With diesels, shift gears at proper RPM's only.

If you use tube type tires on your trucks, be sure that your men know how to use them. Here are tips:

1) Never use a tube that is too small or too large for the casing. 2) Replace worn tubes. By the time the casing is worn to the unsafe point, the tube is worn out, too. 3) After tire repair, always replace the core.

4) Make sure that both tire and tube are clean when mounting. 5) Use an accurate air pressure gauge. 6) Use valve caps to keep out dirt and moisture. 7) Never "balloon" a tube so that it stretches. This weakens it. 8) Always check tube pressure regularly during operation.

With tires, the better the care, the better the wear!

FDA Extends Deadline

The Food and Drug Administration has announced a 60-day time extension—to September 1—for obtaining safety clearances for food additives. The FDA emphasized that

no extension has been or can be granted unless the substance involved can be shown to present no undue risk to the public health during the extension period.

FTC Says Stop Inducing Discriminatory Allowances

Giant Food, Inc., Landover, Md., a supermarket chain with retail outlets in Maryland, Virginia and the District of Columbia, has been ordered by the Federal Trade Commission to stop knowingly inducing or receiving discriminatory promotional allowances from its suppliers.

The Commission held that Giant had engaged in unfair acts forbidden by Section 5 of the FTC Act by soliciting and accepting from suppliers allowances or payments which it knew or should have known were not offered or made available on proportionately equal terms to all of its competitors.

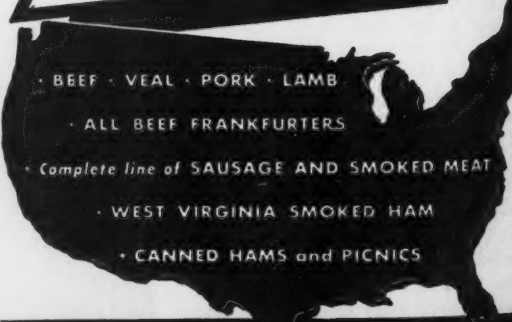

At the same time, the FTC dismissed for failure of proof charges that the chain did not spend the entire amount received from each supplier in advertising the supplier's particular products and allegedly diverted a substantial portion to its own use in violation of the statute.

In taking this action, the FTC modified and then adopted a hearing examiner's decision of March, 1960.

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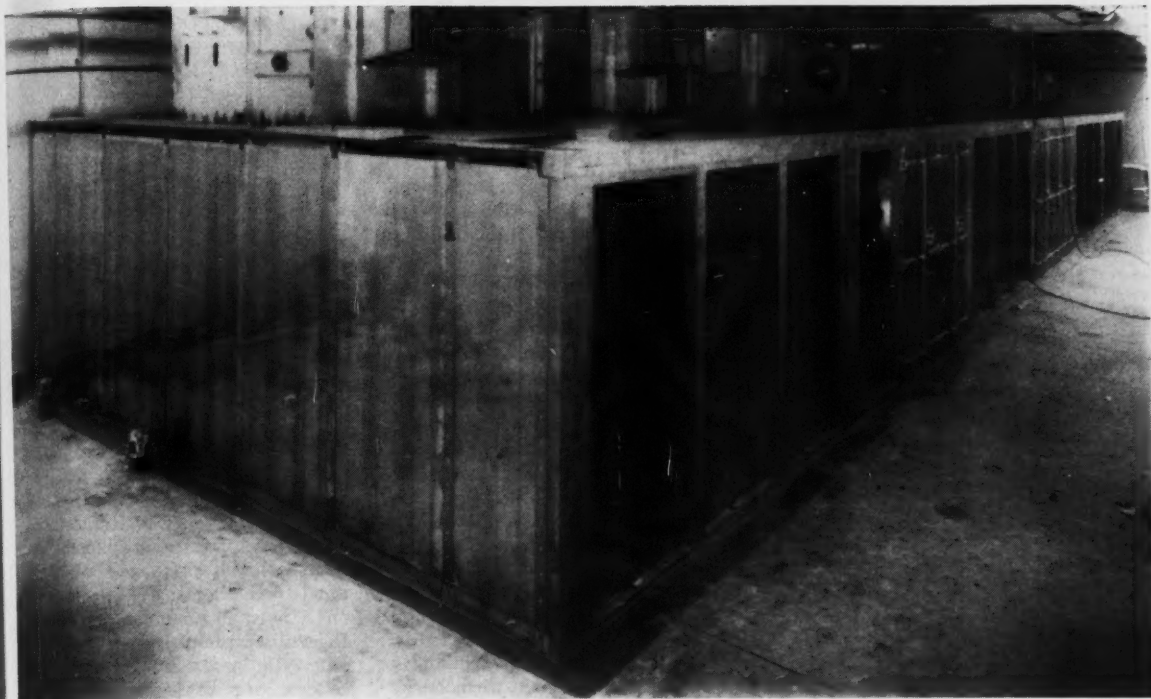


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• ALL BEEF FRANKFURTERS
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• WEST VIRGINIA SMOKED HAM
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And we'll show how our smokehouses are built like a modern skyscraper with a rigid, durable framework to take the stresses and loads these units get in everyday operation. We'll show how Julian constructs panels for the best insulating qualities and seals the joints perfectly for moisture-proofing.

But the real "secrets" of Julian smokehouses cannot be copied because they consist of people and knowledge. Our staff has a total of 47 years of smokehouse design and construction experience. Our professional

engineers are able to adapt new smokehouses to any plant and provide space-saving layouts for greater efficiency. Our builders are craftsmen . . . specialists in their trade . . . who are only satisfied with the finest workmanship.

These are "secrets" we're happy to reveal because we know they cannot be matched in the industry. And our customers know what these factors mean in providing the last word in smokehouse efficiency and long, trouble-free operating life. They are reasons why the meat industry has called upon Julian to *build more smokehouses than all other manufacturers combined!*

And they are good reasons why it will pay you to call on Julian to solve your smokehouse problems. Once you buy Julian smokehouses, you'll never want any other kind.

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Canadian Representative: McLean Machinery Co. Ltd., Winnipeg, Canada



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ATLANTA CHICAGO SAN FRANCISCO
TORONTO, CANADA

Expansion at Schweigert's

[Continued from page 12]

For small natural casing linking, the firm employs a Famco unit.

Track spurs are located behind the various stuffing tables and are connected by rails to the two smoke-house banks. To conserve storage space, the firm uses LeFiell collapsible trolley cages.

In its expansion program, Schweigert added two six-cage-capacity, fully air-conditioned Industrial Air Conditioning houses monitored by Taylor instruments. Smoke is generated by a Mepaco unit.

The balance of the new addition on the first floor houses the order assembly operations. Although most products are packaged in standard 100-lb. shipping cartons, items intended for the firm's branch distribution plants or for large accounts are placed in 300-lb.-capacity fibreboard shipping containers lined with insulation. These large cartons simplify both the loading and unloading of products.

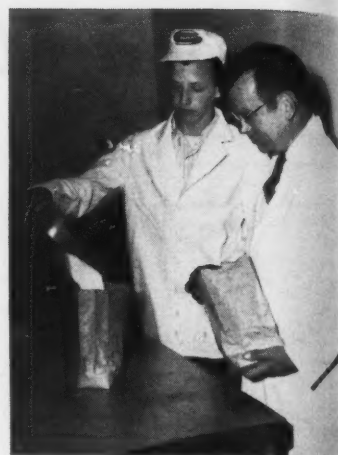
The company's loading dock operation has been expedited greatly by the construction of a pull-through court. Since the firm is located between two heavily-traveled streets, it had to construct its loading dock in the rear of the plant. While this setup prevented traffic bottlenecks, it did create a minor congestion problem for the plant.

Management acquired property directly in back of the plant, razed it and converted it into a paved driveway, extending from the alley to the next street. Now, company or other trucks can be parked in this area until there is room for them at the dock. After being loaded or unloaded, they can be pulled out quickly and parked in the court until the various papers are signed, freeing critical dock space.

DOCK OPERATIONS: The firm uses two aids in its dock operations: an industrial fork truck and an elevator equipped with a hinged dock plate. Since the dock is at street level, the truck's fork is used to bridge the height between truck and street.

When possible, Schweigert tries to receive its supplies on skids to minimize handling. If supplies are received loose, they are loaded on skids and lowered to the dock level. Afterward, they are moved to the elevator or to the first floor cooler in skid lots.

If there is room for an incoming load by the elevator, the latter is moved into tail gate position; the hinged dock plate is dropped into



RAY SCHWEIGERT, president of firm, explains seasoning formulations to son Jim, a vacation-time employee.

position, and the merchandise is unloaded directly into the elevator. The elevator then transports it to the second dry storage or the basement conversion area, eliminating one normal handling operation, Brieche explains.

At the basement level, the firm conducts its curing and pork conversion operations. It purchased a Hagan pickle injection unit that automatically pumps cure at a predetermined percentage into one ham on the scale while the operator is inserting the pump needle into the artery of a second ham. This unit has materially increased the productivity of this operation and, more important, helps to produce a more uniform product since the cure injection percentage is machine calculated for each ham, according to Herb Krueger, foreman of the curing department.

The cure cellar has been refurbished with Goodyear plastic cure bins. This area is refrigerated with Gebhart ceiling-mounted units.

In pressure packing its boneless cured items, such as hams, the firm uses a Visking Tite-Press and a Sheet Metal Engineering pressure press. A three-man crew handles this operation.

The first takes the boneless ham from the stainless steel truck, inserts it into the press, locks the unit and activates it. The second puts a fibrous casing on the extruding horn, places the wire mold over this casing, inserts a pressure spring in the end of the mold, holds it as the press pushes the ham into the casing and places the stuffed unit on the frame of the pressure press. The third man inserts the second pressure spring in the mold, activates

the pressure press, pricks any apparent jelly pockets, inserts the two retaining pins against the plate of the spring, removes the pressure packed molds and places them in the wire framed cooking basket.

COOKING VATS: If the product is to be water cooked (like boiled ham), it is moved in basket lots to the vat area where it is lifted with a portable hoist and placed in the Powers regulated cooking vat. After being processed, the product again is lifted with the hoist and is moved in basket lots to the chill room where it is removed from the frames.

The firm has three Groen steam-jacketed cooking vats in its moist processing equipment section.

The basement also houses the packaging operations. Recently, Ray Schweigert, in cooperation with Marathon designers, redesigned the firm's line of packages, which feature the bold "S" and stylized brand name Schweigert in pastel colors of yellow, orange and brown. (See THE NATIONAL PROVISIONER, February 4, 1961, page 39, for details of this program.)

The sausage kitchen has several lines, one of which is the Cryovac line. To overcome the problem of steam venting, the packaged items

are conveyed through a wall opening into a warm room where the moist shrinker is located. The shrinker discharges the packages onto another conveyor that deposits them at the packoff station.

Since the department is located at the basement level, any attempt to vent the vapors through piping would be costly. For the nominal cost of a conveyor and the small motor needed to run it, the problem has been solved and no heat is introduced into the refrigerated packaging area.

NOVEL FRANK DEVICE: For packaging its 2- and 3-lb. frankfurter pouches, the company employs a novel "lazy susan" device, which has four stainless steel mandrel arms mounted to a turnstile. As the frankfurters are discharged by Ty Linker peelers, one operator, who also inspects the links for perfect peels, lifts them from the peeling takeaway conveyor in a count grouping and places them in one of the mandrel arms.

The next operator rotates the arm to the next position, inserts the pouch over the arm and pushes the grouping to the bottom of the pouch. The last operator check weighs the groupings, seals them with a plastic

tape and packs them into a shipping container to complete the operation.

The firm uses a self-set-up shipping container. The bottom of this box has die-cut locking wings that fit into two cutout slots. The operator picks up the container, slides the wings into the slots, inverts the box and fills it. She then locks the top with a simple cross-lapping technique (the ends are placed in an alternating over and under pattern).

Also located at the basement level are dry ice cutting and storage facilities. Incoming dry ice blocks are precut and stored for shipping needs.

On the second floor, added space houses the test kitchen, private and general offices and a separate air conditioned room for machine accounting equipment.

This second-floor section is over the former plant. The new second floor, which has been designed for possible expansion, houses dry storage and spice room facilities, along with air conditioning equipment. Designed by a local air conditioning concern, the Modine unit has an output of 15,000 cu. ft. of air per minute. During the summer, it forces in a fresh flow of air, while in the winter air is heated as it passes over a series of steam coil banks.

HOG BUYERS EXCLUSIVELY

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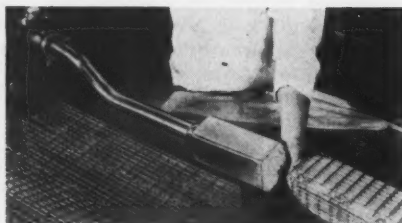
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DAVID N. CYBUL

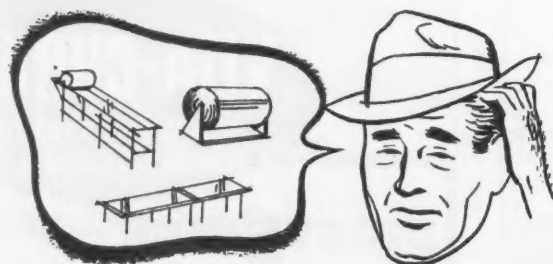
Packing House Architect

Wishes to Announce the Removal of His Office
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June 1st, 1961

Circle 7-3327

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NEW TRADE LITERATURE

Weighing-Counting Scales (NL 1251): A complete guide to the very latest Detecto weighing-counting scales has been made available to industry by the manufacturer, Detecto Scales, Inc., of Brooklyn, N. Y. Units with a gross capacity up to two and one-half tons are described and illustrated.

Adjustable Pressure Conveyor (NL 1245): Publication of an eight-page, color catalog on the Rapistan APC (adjustable pressure) conveyor has been announced by The Rapids-Standard Co., Inc., Grand Rapids, Mich. Photographs and diagrams illustrate principles and features of wheel and live roller APC conveyors that permit accumulation on powered horizontal conveyor with no pressure build-up.

Industrial Truck Costs (NL 1146): The Exide Industrial Division of the Electric Storage Battery Co. has published a series of four booklets, which spell out in detail what it costs to operate various types of industrial trucks. No detail as to original or operating costs is overlooked in this inter-linking series of facts.

Carton and Can Marker (NL 1138): Details about the automatic Rolacoder marking machines with Magic Inker are available from the manufacturer, Adolph Gottscho, Inc., Hillside 5, N.J.

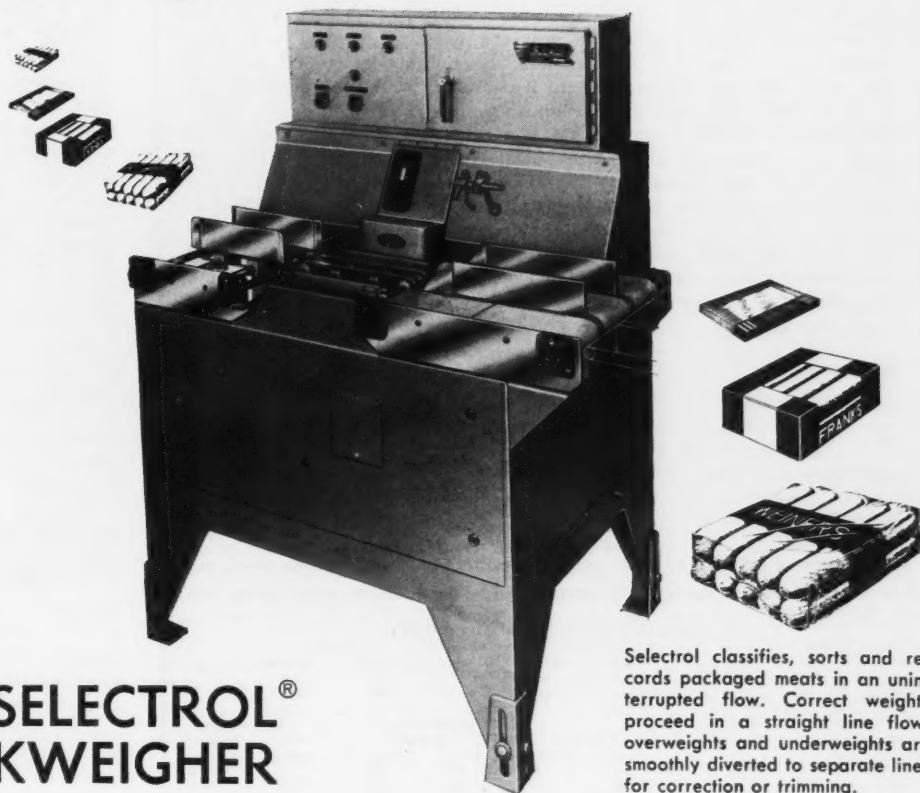
Rust-Proof Hard Surface Coating (NL 1247): A new, four-page brochure, which describes Z.R.C. (Zinc Rich Coating) and explains how it can be brushed or sprayed on iron or steel surfaces to provide galvanic (cathodic) protection against rust and rust creepage, has been made available to industry by the Sealube Co., Wakefield, Mass.

Belt Conveyor Idler (NL 1089): The Joy Series 200 Limberoller unit, an improved version of the original two-bearing catenary, is described in a new 20-page color bulletin. The bulletin contains specifications, description of features, installation photographs and application instructions. Further details are available by writing Joy Manufacturing Co., Pittsburgh 22, Pa.

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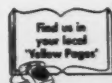
Selectrols are made by Exact Weight, a leading manufacturer of job-engineered scales for 45 years with experience gained through hundreds of checkweighing installations. For complete details, write for Bulletin No. 3377.

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Sliced bacon, luncheon meats and similar products are weighed with greater speed and visible accuracy on the Shadograph. This scale is not only fast—its sharp, shadow-edge indication is extremely easy to read. Parallax is eliminated. Model 4133 has capacity of two pounds with 1/40 ounce visible indication. Two ounces of weight move the indicator four inches. Write for Bulletin No. 3294

ALL MEAT . . . output, exports, imports, stocks

Meat Production Continues Above 1960 Level

Total meat production under federal inspection was estimated at 358,100,000 lbs. for the holiday week ended July 8. This was 14 per cent below meat output during the previous week. However, meat production was 3 per cent higher than the holiday-shortened week of last year. Beef production was up 2 per cent from the corresponding week of 1960, and pork production showed a 6 per cent gain. Cattle slaughter of 340,000 head was 14 per cent less than the preceding week and 1 per cent under the 343,000 head slaughtered during the like week of 1960. Slaughter of 65,000 head of calves was down 20 per cent from a week ago and 7 per cent less than the similar period of last year. Hog slaughter was estimated at 935,000 head, down 13 per cent from the week before, but up 6 per cent from the 883,000 hogs slaughtered during the like holiday week of last year. Sheep and lamb slaughter was 11 per cent below the previous week and 2 per cent less than a year ago.

Week Ended		BEEF		PORK	
		Number	Production	(Excl. lard)	Production
		M's	Mil. lbs.	M's	Mil. lbs.
July 8, 1961	340	204.3	935	134.3	
July 1, 1961	395	237.4	1,075	155.8	
July 9, 1960	343	201.0	883	126.3	

Week Ended		VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.	
		Number	Production	Number	Production	Number	Production
		M's	Mil. lbs.	M's	Mil. lbs.	M's	Mil. lbs.
July 8, 1961	65	8.6	235	10.8	358		
July 1, 1961	81	10.7	265	12.2	416		
July 9, 1960	70	9.4	241	10.8	347		

1950-61 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.
1950-61 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended		CATTLE		HOGS	
		Live	Dressed	Live	Dressed
July 8, 1961	1,045	601	235	132	
July 1, 1961	1,046	601	252	145	
July 9, 1960	1,020	586	233	134	

Week Ended		SHEEP AND LAMBS		LARD PROD.	
		Live	Dressed	Per cwt.	Mil. lbs.
July 8, 1961	252	144	95	46	30.8
July 1, 1961	240	132	94	46	34.9
July 9, 1960	249	143	95	45	30.6

USDA Animal Disease Lab In Iowa is Dedicated

Secretary of Agriculture Orville L. Freeman recently dedicated the U. S. Department of Agriculture's new \$16,500,000 National Animal Disease Laboratory at Ames, Iowa. Dr. William A. Hagen, former Dean of the New York Veterinary College at Cornell University, Ithaca, N.Y., is the director of the Ames laboratory.

This new facility consists of 33 fire-resistant buildings for basic and applied studies of the principal infectious animal diseases prevalent in the United States. When fully staffed, it will employ about 500 persons.

The laboratory is one of three major research centers for the protection and improvement of animal health, all operated by the USDA's Agricultural Research Service. The others are the Plum Island (N.Y.) Animal Disease Laboratory for studying foreign diseases of animals

and the Parasitological Research, Laboratory at Beltsville, Maryland.

About one-fifth of the space in the new laboratory will be used by ARS regulatory workers, who traditionally maintain a close working relationship with research scientists. The regulatory staff will provide animal disease diagnostic services, as well as evaluation and standardization of biologics for veterinary use.

Loss of Jamaica as Outlet For U. S. Pork Seems Likely

Loss of Jamaica as a market for United States pork products appears likely as a result of certain new import regulations, the Foreign Agricultural Service has reported. Specific import licenses are now required on pork and all types of products derived from pork.

A cold storage and meat processing plant in Jamaica has been enlarged and this is expected to increase pork production and eventually eliminate the need for pork imports.

Nitrogen Cooling System Used for Meat Shipments

The first operational equipment for a new non-mechanical, liquid nitrogen refrigeration process called "Polarstream" is being used by the Burlington Railroad to deliver fresh meat for Armour and Company and other meat packers via piggyback at a constant temperature of 35° F. The meat is hauled overnight from Omaha to Chicago and through connections to eastern points.

Nitrogen, with a temperature of -320° F. in its liquid form, is the "wonder" element in the new process developed by Linde Company, division of Union Carbide Corp., and announced recently by R E A Leasing Corp., a subsidiary of R E A Express, New York City. The non-mechanical system is said to permit accurate cargo cooling or refrigeration as low as -20° F.

Meat can be refrigerated automatically in 40-ft. container-trailer units without in-transit attention up to eight days, according to the two companies. Precooling of trailer units is not necessary since desired in-transit temperatures are attained by Polarstream units in less than five minutes, it is claimed.

The new trailers and containers also permit a greater payload because cold air circulation space is not required. The colorless, odorless and non-toxic nitrogen gas expands 650 times its liquid volume and permeates the entire refrigerated load, providing uniform temperatures and eliminating the problem of warm spots in the cargo.

Two 12-volt batteries power the simple thermostat-solenoid system, which actuates the flow of nitrogen spray from a single perforated pipe running lengthwise on the interior roof of the units. Liquid nitrogen is carried in four 370-lb.-capacity cylinders in a section at the head end of the trailers and containers.

All-purpose refrigerated semi-trailers and demountable containers are being made available on a nationwide basis by R E A Leasing to carriers and shippers for long-distance coordinated piggyback and highway hauls.

PET FOOD PRODUCTION

Canned food and canned or fresh frozen food component for dogs, cats and like animals prepared under federal inspection totaled 5,020,473 lbs. in the week ended June 24.

THE NATIONAL PROVISIONER, JULY 13, 1961

PROCESSED MEATS . . . SUPPLIES

Packer Sponsors 'Royal' Hot Dog Tour of State

With the selection of Miss Anita Richards of Greenfield, Ind., as its own "hot dog queen," Marhoefer Packing Co., Inc., Muncie, Ind., is demonstrating how a packer can take advantage of the National Hot

have been sent by the company to newspapers, chambers of commerce, mayors and television stations in cities included in the tour. The firm's salesmen have been alerted and have arranged supermarket appearances for the queen. Also scheduled are parades, lunches and numerous radio and television interviews for Miss Richards.

Miss Richards will visit the governor's office where she will ask him to designate July as National Hot Dog Month and pose for pictures. She has been furnished with a special wardrobe and a convertible automobile for the tour.

A 6-Ft.-Long Salami? JFK 'Loves the Stuff'

A 6-ft.-long salami, packed in a wooden crate and shipped from Miami to Washington, D.C., by refrigerated truck, was accepted for President Kennedy by Rep. Dante Fascell (D-Fla.) after the latter was told by a presidential aide that "the President loves the stuff."

The salami, together with smaller packages of pastrami, corned beef and tongue, had been delivered to Fascell's office in Washington as a gift to President Kennedy from Herman Pearl, owner of Coastline Provision Co., Miami Beach. A minor crisis was averted in the congressman's office when it was determined 1) that the giver is a repu-

table firm and 2) that the President enjoys the delicacy.

After the necessary checks were made, a Secret Service car arrived at Capitol Hill and hauled the salami and other sausage products off to the President's kitchen.

FTC Holds Plumrose Is 'Packer,' Drops Complaint

The Federal Trade Commission has adopted a hearing examiner's initial decision holding that Plumrose, Inc., New York City, a wholesale distributor of Danish canned hams, is a "packer" within the meaning of the Packers and Stockyards Act and is subject to the exclusive jurisdiction of the Secretary of Agriculture.

An FTC complaint charging the company with granting discriminatory promotional allowances in violation of the Robinson-Patman Act was dismissed by the Commission for lack of jurisdiction.

Plumrose, Inc., is a wholly-owned subsidiary of P. & S. Plum, Ltd., Danish packing company with headquarters in Copenhagen. The examiner ruled that Plumrose is a "packer" within the meaning of the P&S Act because it is owned by a packer. The 1958 amendments to the FTC and P&S Acts extending some authority over packers to the FTC limits such jurisdiction to retail sales of meat, the examiner held.



Anita Richards, Marhoefer's choice.

Dog Month campaign to promote its products. The queen is scheduled to visit more than 40 cities and towns in Indiana, including—appropriately—Frankfort, before the end of the month.

Publicity releases and pictures

DOMESTIC SAUSAGE

Pork sausage, bulk (f.o.b. Chgo.)	
in 1-lb. roll	36 @ 39
Pork saus. sheep cas.	
in 1-lb. package	53 1/2 @ 61
Franks, sheep casing,	
in 1-lb. package	64 @ 70
Franks, skinless, 1-lb.	49 1/2 @ 52 1/2
Polish ring, bulk	50 1/2 @ 56 1/2
Bologna, a.c., bulk	41 @ 42 1/2
Smoked liver, n.c., bulk	55 @ 59
Smoked liver, a.c., bulk	40 @ 45
Polish sausage, self-	
service pack,	66 @ 73
New Eng., lunch spec.	64 1/2 @ 70 1/2
Olive loaf, bulk	47 1/2 @ 53
Blood, tongue, n.c.	53 1/2 @ 66
Blood, tongue, a.c.	47 1/2 @ 64
Pepper loaf, bulk	51 1/2 @ 67
Pickle & pimento loaf	41 1/2 @ 54
Bologna, a.c., sliced (del'd)	
6-oz. pack, doz.	2.67 @ 3.60
New Eng. lunch spec.,	
sliced, 6-oz. doz.	4.17 @ 4.92
Olive loaf,	
sliced, 6-oz. doz.	3.02 @ 3.84
P.L. sliced, 6-oz., doz.	2.87 @ 4.80
P.A.P. loaf, sliced,	
6-oz., dozen	2.87 @ 3.60

DRY SAUSAGE

(Lcl., lb.)	
Cervelat, hog bungs	1.11 @ 1.13
Thuringer	66 @ 68
Farmer	75 @ 77
Boisnetter	90 @ 92
Salami, E.C.	1.01 @ 1.03
Salami, Genoa style	1.11 @ 1.13
Salami, cooked	52 @ 54
Pepperoni	91 @ 93
Salami	1.05 @ 1.07
Colony	94 @ 96
Norwalk	77 @ 79

CHGO. WHOLESALE

SMOKED MEATS

Wednesday, July 12, 1961	
Hams, to-be-cooked, (av.)	
14/16, wrapped	44 1/2
Hams, fully cooked,	
14/16, wrapped	49
Hams, to-be-cooked,	
16/18, wrapped	44 1/2
Hams, fully cooked,	
16/18, wrapped	47 1/2
Bacon, fancy, de-rind,	
8/10 lbs., wrapped	46 1/2
Bacon, fancy, sq. cut, seed-	
less, 10/12 lbs. wrapped	44 1/2
Bacon, No. 1 sliced, 1-lb.	
heat seal, self-service, pk.	56

SPICES

(Basis Chicago, original barrels, bags, bales)

	Whole Ground
Allspice, prime	86 96
resinified	99 1.01
Chili pepper	58
Chili powder	58
Cloves, Zanzibar	59 64
Ginger, Jamaica	45 50
Mace, fancy Banda	3.10 3.50
East Indies	2.35
Mustard flour, fancy	43
No. 1	38
West Indies nutmeg	1.60
Paprika, American,	
No. 1	38
Paprika, Spanish,	
No. 1	80
Cayenne pepper	63
Pepper:	
Red, No. 1	59
Black	62 67
White	70 76

SAUSAGE CASINGS

(Lcl prices quoted to manufacturers of sausage)

Beef rounds:	(Per set)
Clear, 29/35 mm.	1.25 @ 1.50
Clear, 35/38 mm.	1.30 @ 1.50
Clear, 35/40 mm.	1.10 @ 1.40
Clear, 38/40 mm.	1.35 @ 1.60
Not clear, 40 mm./up	1.00 @ 1.10
Not clear, 40 mm./dn	80 @ 85
Beef weasands:	(Each)
No. 1, 24 in./up	15 @ 18
No. 1, 22 in./up	16 @ 18
Beef middles:	(Per set)
Ex. wide, 2 1/2 in./up	3.75 @ 3.85
Spec. wide, 2 1/4-2 1/2 in.	2.75 @ 3.00
Spec. med. 1 3/4-2 1/4 in.	1.85 @ 2.10
Narrow, 1 1/2 in./dn	1.10 @ 1.15
Beef bung caps:	(Each)
Clear, 5 in./up	42 @ 46
Clear, 4 1/2-5 inch	34 @ 38
Clear, 4-4 1/2 inch	21 @ 23
Clear, 3 1/2-4 inch	15 @ 17
Beef bladders, salted:	(Each)
7 1/2 inch./up, inflated	22
6 1/2-7 1/2 inch, inflated	14
5 1/2-6 1/2 inch, inflated	14
Pork casings:	(Per hank)
28 mm./down	5.75 @ 6.10
28/32 mm.	5.25 @ 6.10
32/35 mm.	5.20 @ 5.30
35/38 mm.	4.10 @ 4.50
38/42 mm.	3.50 @ 3.75
Hog bungs:	(Each)
Sow, 34 inch cut	66 @ 68
Export, 34 inch cut	60 @ 62
Large prime, 34-in.	46 @ 48
Med. prime, 34-in.	36 @ 38
Small prime, 34-in.	17 @ 19
Middles, cap off	72 @ 74
Skip bungs	11 @ 12

Sheep casings:	(Per hank)
26/28 mm.	5.50 @ 5.60
24/26 mm.	5.35 @ 5.50
22/24 mm.	4.25 @ 4.35
20/22 mm.	3.65 @ 3.75
18/20 mm.	2.70 @ 2.80
16/18 mm.	1.55 @ 1.65

CURING MATERIALS

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	12.38
Pure refined gran. nitrate of soda, f.o.b. N.Y.	5.95
Pure refined powdered nitrate of soda, f.o.b. N.Y.	10.95
Salt, paper-packed, f.o.b. Chgo. gran., carlots, ton	31.00
Rock salt in 100-lb. bags, f.o.b. whse., Chgo.	29.60
Sugar:	
f.o.b. spot, N.Y.	6.50
Refined standard cane gran., del'd Chgo.	9.417
Packers curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.60
Dextrose, regular	
Cerelose, (carlots, cwt.)	7.22
Ex-warehouse, Chicago	7.47

SEEDS AND HERBS

(Lcl., lb.)	Whole	Ground
Caraway seed	26	31
Cominos seed	35	40
Mustard seed		
fancy	20	
yellow Amer.	20	
Oregano	37	46
Coriander,		
Morocco, No. 1	32	37
Marjoram, French	54	63
Sage, Dalmatian,		
No. 1	59	66



Mr. Raymond Starr
President

KOCH Supplies Inc. is new again at age 79

KOCH Supplies is still young; its 80th birthday is coming up soon; and KOCH will celebrate in new headquarters.

From the way that KOCH is growing, it is hard to believe that the business is one of the oldest in its industry. Continual rapid growth repeatedly has forced KOCH to move into larger quarters. During recent years, KOCH has made extensive use of rented warehouse space.

Now KOCH is again able to consolidate and concentrate all of its business activities into a new headquarters building in the heart of the industrial section of Kansas City.

The new building includes a highly mechanized warehouse, with a long rail siding and a triple-door loading dock for motor trucks. There is ample private-car parking space, too.

Occupancy of this big, new plant will involve maintaining what is probably the largest stock of supplies and equipment for the meat industry that has ever been brought together under one roof. It is hoped that our KOCH customers will stop by whenever they are near Kansas City to visit our plant and see the improved methods of filling orders without delay.

From this new base of operations, KOCH will be offering complete processing systems, engineered to the individual requirements of meat processing operations. These new systems include: humane slaughter systems, meat smoking systems, sausage kitchen systems, and the systematic use of stainless equipment and supplies.

KOCH has always led the way to efficient meat industry production methods. The changes that are in the offing will only emphasize the dominance of KOCH leadership. As the meat industry enters a new era, KOCH stands out as the leading supplier, better able than ever to keep pace with the rapid developments of today.

Please make a note of the new KOCH address and telephone number so that you can reach us promptly.

Sincerely,

Raymond Starr

Raymond Starr, President



KOCH Supplies Inc. 1411 West 29 St., Kansas City 8, Mo., U.S.A.

Telephone PLaza 3-2150 / Teletype KC 225 / Cable address KOCHEQUIP KANSASCITY



**SPICE
IS
SPICE
...BUT**



STANGE

makes seasoning a science

The ability to create and produce a seasoning to meet your exact needs, plus the assurance that it is in compliance with Food Additive Laws—*IS A SCIENCE AT STANGE.*

The ability and versatility to produce seasonings such as Soluble, Liquid, 50-A Microground® and Ground for all types of finished products *IS A SCIENCE AT STANGE.*

The technical skill to control the flavor potency of each and every shipment to precise specifications—*IS A SCIENCE AT STANGE.*

The talent to create . . . the skill to produce . . . and the flexibility to fit your needs—*IS THE MOTTO AT STANGE.*

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50-A Microground Spice® NDGA Antioxidant® Ground Spice
Cream of Spice Soluble Seasoning®
Peacock Brand Certified Food Color®

Beers
Chol
Chol
Chol
Good
Good
Full
Com
Cann

P

Prime:
Tr. lo
Sq. ch
Arme
Ribs
Brisket
Navel
Flank

Choice:
Hind
Foreq
Round
Tr. lo
Sq. ch
Arme
Ribs 2
Ribs
Brisket
Navels
Flanks

Good (all)
Round
Brisket
Sq. ch
Ribs
Loins

COW,

C&C grad
Cow, 3 lb
Cow, 3 1/4
Cow 4 5 1
Cow, 5 lb
Bull, 5 lb

CA

Prime, 35/
Prime, 45/
Prime, 55/
Choice, 45/
Choice, 35/
Choice, 55/
Good, all

PA

FRESH BEEF

Choice,
Choice,
Good, 5-
Good, 6-
Stand., 3

COW:

Commercial
Utility, a
Canner-cu
Bull, util.

FRESH CALF

Choice, 20
Good 200

LAMB (Car

Prime, 45/
Prime, 55/
Choice, 45/
Choice, 55/
Good, all

FRESH PORK

125-175 lbs

LOIN:

8-12 lbs.
12-16 lbs.

PICNICS:

4-6 lbs.

BAMS:

12-16 lbs.
16-20 lbs.

THE NATION

FRESH MEATS... Chicago and outside

CHICAGO

July 11, 1961

CARCASS BEEF

Meats, gen. range:	(carlots, lb.)
Choice, 500/600	36 1/2
Choice, 600/700	36
Choice, 700/800	35
Good, 500/600	34 1/2
Good, 600/700	34
Good, 700/800	34 1/2
Commercial cow	28 1/2
Canner-cutter cow	29 1/2

PRIMAL BEEF CUTS

Prime:	(lb.)
Tr. loins, 50/70 (cl)	75 @ 90
Sq. chux, 70/80	29 @ 29 1/2
Armchux, 80/110	28 @ 28 1/2
Ribs, 25/35 (cl)	50 @ 57
Briskets, (cl)	24 @ 24 1/2
Narels, no. 1	12 @ 13
Flanks, rough no. 1	13 1/2
Choice:	
Hindstra, 5/700	47n
Forestra, 5/800	26 @ 26 1/2
Rounds, 70/90 lbs.	44 @ 44 1/2
Tr. loins, 50/70 (cl)	66 @ 71
Sq. chux, 70/90	29 @ 29 1/2
Armchux, 80/110	28 @ 28 1/2
Ribs 25/30 (cl)	45 @ 46
Ribs, 30/35 (cl)	42 @ 44
Briskets, (cl)	24 @ 24 1/2
Narels, no. 1	12 @ 13
Flanks, rough no. 1	13 1/2
Good (all wts.):	
Rounds	42 @ 44
Briskets	23 @ 24
Sq. chux	28 @ 29
Ribs	41 @ 43
Loins, trim'd.	59 @ 61

COW, BULL TENDERLOINS

C&C grade, fresh	(Job lots, lb.)
Cow, 3 lb./down	62 @ 66
Cow, 3/4 lbs.	69 @ 74
Cow, 4/5 lbs.	85 @ 90
Cow, 5 lbs./up	98 @ 102
Bull, 5 lbs./up	98 @ 102

CARCASS LAMB

Prime, 35/45 lbs.	(cl., lb.)
Prime, 45/55 lbs.	40 @ 42
Prime, 55/65 lbs.	39 @ 41 1/2
Choice, 45/55 lbs.	40 @ 42
Choice, 35/45 lbs.	40 @ 42
Choice, 55/65 lbs.	40 @ 42
Good, all wts.	37 @ 41

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass)	Los Angeles July 10	San Francisco July 10	No. Portland July 10
Choice, 5-600 lbs.	\$38.50 @ 40.00	\$40.00 @ 41.00	\$40.00 @ 42.00
Choice, 6-700 lbs.	38.00 @ 39.50	39.00 @ 40.00	38.50 @ 40.00
Good, 5-600 lbs.	37.50 @ 39.00	38.00 @ 39.00	38.50 @ 40.00
Good, 6-700 lbs.	36.50 @ 38.00	37.00 @ 38.00	38.00 @ 40.00
Stand., 3-600 lbs.	35.00 @ 37.50	37.00 @ 38.00	36.00 @ 38.00

COW:			
Commercial, all wts.	30.00 @ 32.00	31.00 @ 32.00	31.00 @ 34.00
Utility, all wts.	30.00 @ 31.00	28.50 @ 29.50	29.00 @ 33.00
Canner-cutter	29.00 @ 30.00	29.00 @ 30.00	30.00 @ 32.00
Bull, util. & com'l.	37.00 @ 39.00	None quoted	36.00 @ 40.00

FRESH CALF:			
Choice, 200 lbs./dn.	42.00 @ 49.00	None quoted	45.00 @ 49.00
Good 200 lbs. dn.	39.00 @ 46.00	43.00 @ 45.00	44.00 @ 47.00

LAMB (Carcass):			
Prime, 45-55 lbs.	37.00 @ 40.00	37.00 @ 39.00	34.00 @ 37.00
Prime, 55-65 lbs.	36.00 @ 38.00	35.00 @ 36.00	None quoted
Choice, 45-55 lbs.	37.00 @ 40.00	37.00 @ 38.00	34.00 @ 37.00
Choice, 55-65 lbs.	36.00 @ 38.00	35.00 @ 36.00	None quoted
Good, all wts.	35.00 @ 37.00	35.00 @ 37.00	33.00 @ 35.00

FRESH PORK: (Carcass)	(Packer style)	(Packer style)	(Packer style)
135-175 lbs. U.S. No. 1-3	None quoted	None quoted	30.00 @ 31.00

LOWE:			
8-12 lbs.	50.00 @ 58.00	52.00 @ 58.00	52.00 @ 56.00
12-16 lbs.	48.00 @ 55.00	50.00 @ 54.00	52.00 @ 56.00
PICNICS:	(Smoked)	(Smoked)	(Smoked)
4 & 8 lbs.	34.00 @ 38.00	34.00 @ 36.00	30.50 @ 36.00
BALMS:			
12-16 lbs.	42.00 @ 45.00	46.00 @ 51.00	43.00 @ 48.00
16-20 lbs.	41.00 @ 44.00	43.00 @ 46.00	41.00 @ 47.00

THE NATIONAL PROVISIONER, JULY 15, 1961

NEW YORK

July 12, 1961

CARCASS BEEF AND CUTS

Prime steer:	(cl., lb.)
Hinds, 6/700	51 @ 57
Hinds, 7/800	50 @ 58
Rounds, cut across	50 @ 58
flank off	45 @ 50
Rds., dia. bone, f.o.	46 @ 51
Short loins, untrim.	76 @ 87
Short loins, trim.	1.03 @ 1.34
Flanks	15 @ 19
Ribs	50 @ 58
Arm chucks	30 @ 35
Briskets	24 @ 33
Plates	15 @ 19
Choice steer:	
Carcass, 6/700	38 @ 40 1/2
Carcass, 7/800	37 @ 39
Carcass, 8/900	36 1/2 @ 38
Hinds, 6/700	48 @ 53
Hinds, 7/800	47 @ 52
Rounds, cut across	44 @ 49
flank off	44 @ 49
Rds., dia. bone, f.o.	45 @ 50
Short loins, untrim.	57 @ 66
Short loins, trim.	78 @ 98
Flanks	15 @ 19
Ribs	42 @ 51
Arm chucks	29 @ 34
Briskets	23 @ 32
Plates	14 @ 19
Good steer:	
Carcass, 5/600	37 @ 38
Carcass, 6/700	36 1/2 @ 38
Carcass, 7/800	45 1/2 @ 50
Hinds, 7/800	45 1/2 @ 50
Rounds, cut across	43 @ 48
flank off	43 @ 48
Rds., dia. bone, f.o.	44 @ 49
Short loins, untrim.	53 @ 57
Short loins, trim.	62 @ 69
Flanks	15 @ 19
Ribs	40 @ 46
Arm chucks	28 1/2 @ 34

FANCY MEATS

Veal breads, 6/12-oz.	(cl., lb.)
12-oz./up	100
Beef livers, selected	135
Beef kidneys	31
Oxtails, 3/4-lb., frozen	26

VEAL SKIN-OFF

(Carcass prices, cl., lb.)	
Prime, 90/120	55 @ 60
Prime, 120/150	54 @ 58
Choice, 90/120	46 @ 50
Choice, 120/150	45 @ 48
Choice calf, all wts.	41 @ 44
Good, 60/90	42 @ 46
Good, 90/120	42 @ 46
Good, 120/150	42 @ 44
Good calf, all wts.	39 @ 42

CARCASS LAMB

Prime, 35/45	(cl., lb.)
Prime, 45/55	40 @ 44
Prime, 55/65	40 @ 43
Choice, 35/45	40 @ 46
Choice, 45/55	40 @ 44
Choice, 55/65	40 @ 43
Good, 35/45	34 @ 36
Good, 45/55	38 @ 42
Good, 55/65	34 @ 37

(Carlots, lb.)	
Choice, 35/45	39 @ 44
Choice, 45/55	37 @ 39
Choice, 55/65	33 @ 38

CARCASS BEEF

(Carlots, lb.)	
Steer, choice, 6/700	36 1/2 @ 38 1/2
Steer, choice, 7/800	36 @ 37
Steer, choice, 8/900	35 @ 36
Steer, good, 6/700	35 1/2 @ 36
Steer, good, 7/800	34 1/2 @ 35
Steer, good, 8/900	33 1/2 @ 34

PHILA. FRESH MEATS

July 10, 1961

PRIME STEER:	(cl., lb.)
Carcass, 5/700	39 1/2 @ 41 1/2
Carcass, 7/900	39 @ 41
Rounds, flank off	46 @ 51
Loins, full, untr.	52 @ 57
Ribs, 7-bone	52 @ 56
Armchux, 5-bone	29 @ 31
Briskets, 5-bone	21 @ 24

CHOICE STEER:	
Carcass, 5/700	38 1/2 @ 40
Carcass, 7/900	37 @ 39 1/2
Rounds, flank off	45 @ 50
Loins, full, untr.	50 @ 53
Loins, full, trim.	65 @ 70
Ribs, 7-bone	44 @ 48
Armchux, 5-bone	29 @ 31
Briskets, 5-bone	21 @ 24

GOOD STEER:	
Carcass, 5/700	37 @ 38 1/2
Carcass, 7/900	36 @ 38
Rounds, flank off	45 @ 48
Loins, full, untr.	47 @ 50
Loins, full, trim.	62 @ 65
Ribs, 7-bone	42 @ 45
Armchux, 5-bone	29 @ 31
Briskets, 5-bone	21 @ 24

COW CARCASS:	
Comm'l., 350/700	30 @ 32
Utility, 350/700	30 @ 32
Can-cut, 350/700	30 @ 32

VEAL CARC:	Choice	Good
60/90 lbs.	n.q.	40 @ 42
90/120 lbs.	44 @ 46	42 @ 44
120/150 lbs.	44 @ 46	40 @ 43

LAMB CARC:	Pr.&Ch.
35/45 lbs.	43 @ 46
45/55 lbs.	41 @ 43
55/65 lbs.	40 @ 42

CHGO. PORK SAUSAGE MATERIALS—FRESH

Pork trimmings:	(Job lots)
40% lean, barrels	19 1/2
50% lean, barrels	21 1/2
80% lean, barrels	35
95% lean, barrels	47
Pork head meat	30
Pork cheek meat	35
Pork cheek meat, untrimmed	33

Phila., N. Y. Fresh Pork

PHILADELPHIA:	(cl., lb.)
Loins, reg., 8/12	51 @ 53
Loins, reg., 12/16	49 @ 51
Boston butts, 4/8	33 @ 36
Spareribs, sheet	
3 lb./dn.	49 @ 52
Hams, sknd., 10/12	38 1/2 @ 41
Hams, sknd., 12/14	39 @ 41
Picnics, s.s., 4/6	25 @ 28
Picnics, s.s., 6/8	24 @ 26
Bellies, 10/14	31 @ 33
NEW YORK:	(cl., lb.)
Loins, reg., 8/12	51 @ 53
Loins, reg., 12/16	49 @ 52
Boston butts, 4/8	35 @ 38
Hams, sknd., 12/16	41 @ 47
Spareribs, 3-lb./dn.	50 @ 57

CHGO. FRESH PORK AND PORK PRODUCTS

July 12, 1961	
(Job lots, lb.)	
Hams, skinned, 10/12	38
Hams, skinned, 12/14	38 1/2
Hams, skinned, 14/16	39
Picnics, 4/6 lbs.	27 1/2
Picnics, 6/8 lbs.	26
Pork loins, boneless	52
Shoulders, 16/dn	30
Pork livers	14 @ 15
Tenderloins, fresh, 10's	70
Neck bones, bbls.	6 @ 7
Feet, s-c, bbls.	6 @ 7

OMAHA DENVER MEATS

July 12, 1961	
(Carcass carlots, cwt.)	
Choice steer, 6/700	\$35.50 @ 35.75
Choice steer, 7/800	34.25 @ 34.50
Choice steer, 8/900	none qtd.
Good steer, 6/700	32.75 @ 33.00
Good steer, 7/800	32.50 @ 33.75
Choice heifer, 5/700	35.50 @ 35.75
Good heifer, 5/700	33.50 @ 34.00
Cow, c-c & util.	27.00 @ 29.00
Pork loins, 8/12	46.00 @ 50.00
Pork loins, 12/16	43.00 @ 50.00
Hams, sknd., 12/16	36.00 @ 37.50
Bost. butts, 4/8	30.50 @ 31.00
Denver, July 12, 1961	
Choice steer, 6/700	35.00 @ 35.50
Choice steer, 7/800	34.00 @ 35.00
Choice steer, 8/900	32.50 @ 33.00
Cow, utility	28.00
Choice heifer 6/800	36.00

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, July 12, 1961)

SKINNED HAMS				BELLIES			
F.F.A. or fresh		Frozen		F.F.A. or fresh		Frozen	
37 1/2	10/12	37		32n	6/8	32n	
37 1/2	12/14	37 1/2		32	8/10	32	
38	14/16	37 1/2		31 1/2	10/12	31 1/2	
38 1/2	16/18	38 1/2		30 1/2	12/14	30 1/2	
36 1/2	18/20	36 1/2		28 1/2	14/16	28 1/2	
33 1/2	20/22	33 1/2		27 1/2	16/18	27 1/2	
32	22/24	32		26 1/2	18/20	26 1/2	
31	24/26	31					
30	25/30	30					
28 1/2	25 up, 2s in	28 1/2					
PICNICS				D.S. BRANDED BELLIES (CURED)			
F.F.A. or fresh		Frozen		n.q.			
26 1/2	4/6	26 1/2		20/25	22		
25	6/8	25		25/30	21 1/2		
23 3/4	8/10	23 3/4		G.A. frozen, fresh	D.S. Clear		
23 1/2	10/12	23 1/2		21 1/2	20/25	21 1/2	
22 1/2	12/14	22 1/2		20 1/2	25/30	20 1/2	
23	14/16	23		18 1/2	30/35	17 1/2	
22 1/2	16/18	22 1/2		17 1/4	35/40	17n	
23	18/20	23		14 1/2 @ 15 1/2	40/50	15 1/2n	

FRESH PORK CUTS				FAT BACKS			
Job Lot		Car Lot		Frozen or fresh		Cured	
47 1/2 @ 48	Loins, 12/dn	45 1/2 @ 46		7n	6/8	8n	
43 3/4 @ 44	Loins, 12/16	42 1/2		7n	8/10	8 3/4b	
35	Loins, 16/20	34 @ 34 1/2		7 1/2n	10/12	9b	
32	Loins, 20 up	31 1/2		8 1/2n	12/14	10b	
34 @ 35	Butts, 4/8	30		9n	14/16	10 1/4	
30	Butts, 8/12	28 1/2		10n	16/18	11	
30	Butts, 8/up	28 1/2		11n	18/20	12	
47 1/2 @ 48	Ribs 3/dn	44 1/2		12 1/2n	20/25	13 3/4	
32	Ribs 3/5	31					
25	Ribs 5/up	23					
a-asked, b-bid, n-nominal							

DRUM LARD FUTURES

FRIDAY, JULY 7, 1961

	Open	High	Low	Close
July	9.35	9.35	9.25	9.25
Sept.	9.80	9.80	9.62	9.62
Oct.	9.70	9.92	9.70	9.72b
Nov.	9.75	9.75	9.60	9.60
Dec.	10.50	10.60	10.50	10.50

Sales: 4,800,000 lbs.

Open interest at close, Thurs., July 6: July, 110; Sept., 356; Oct., 63; Nov., 81, and Dec., 82 lots.

MONDAY, JULY 10, 1961

	July	Sept.	Oct.	Nov.	Dec.
Open	9.25	9.25	9.25	9.25	9.25
High	9.70	9.70	9.52	9.57	9.57
Low	9.70	9.70	9.67	9.67	9.67
Close	9.60	9.60	9.60	9.60	9.60

Sales: 3,300,000 lbs.

Open interest at close, Fri., July 7: July, 39; Sept., 362; Oct., 66; Nov., 78, and Dec., 82 lots.

TUESDAY, JULY 11, 1961

	July	Sept.	Oct.	Nov.	Dec.
Open	9.15	9.15	9.07	9.07a	9.07a
High	9.60-55	9.60	9.35	9.37-35	9.37-35
Low	9.60	9.60	9.50	9.50	9.50
Close	9.50	9.50	9.45	9.45a	9.45a

Sales: 5,160,000 lbs.

Open interest at close, Monday, July 10: July, 25; Sept., 370; Oct., 68; Nov., 76, and Dec., 82 lots.

WEDNESDAY, JULY 12, 1961

	July	Sept.	Oct.	Nov.	Dec.
Open	8.90	8.92	8.90	8.92b	8.92b
High	9.37	9.37	9.17	9.32	9.32
Low	9.55	9.55	9.30	9.42b	9.42b
Close	9.32	9.40	9.30	9.40	9.40

Sales: 4,860,000 lbs.

Open interest at close, Tues., July 11: July, 25; Sept., 378; Oct., 65; Nov., 74, and Dec., 101 lots.

THURSDAY, JULY 13, 1961

	July	Sept.	Oct.	Nov.	Dec.
Open	9.02	9.05	9.02	9.05a	9.05a
High	9.40	9.42	9.32	9.42a	9.42a
Low	9.45	9.50	9.42	9.47b	9.47b
Close	9.50	9.50	9.40	9.45b	9.45b

Sales: 2,520,000 lbs.

Open interest at close Wednesday, July 12: July, 21; Sept., 385; Oct., 68; Nov., 75 and Dec., 110 lots.

CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade as follows:

	July 7, 1961	July 8, 1961
P.S. lard (a)	7,599,343	6,424,891
P.S. lard (b)		
D.R. lard (a)	8,160,141	1,912,033
D.R. lard (b)		513,322
TOTAL LARD	15,759,484	8,850,246
(a) Made since Oct. 1, 1960.		
(b) Made previous to Oct. 1, 1960.		

SLICED BACON

Sliced bacon production for the week ended June 17 amounted to 20,712,108 lbs., according to the U.S. Department of Agriculture.

Meat Prices Stronger

Meat prices showed an upward trend in the week ended July 4 and so did the general list of consumer commodities, Bureau of Labor Statistics wholesale price indexes indicated. The average wholesale index on meats rose to 93.2 from 91.7 the previous week. The average primary market price index at 118.9 was up from 118.4 for the previous week. The same indexes for the corresponding week last year were 96.9 and 119.5, respectively.

LIGHT CUT-OUT DETERIORATES; HEAVIES IMPROVE

(Chicago costs, credits and realizations for Monday)

The gap between costs and realizations widened a little more this week for light butchers with the minus margin rising to \$2.44 per live cwt. against \$2.37 a week earlier. However, results on the medium and heavy hogs improved a little, although both classes stayed deep in the red ink ditch.

	Value —180-220 lbs.—	Value —220-240 lbs.—	Value —240-270 lbs.—
	per cwt. live	per cwt. fin. yield	per cwt. fin. yield
Lean Cuts	\$11.85	\$17.16	\$11.40
Fat cuts, lard	5.07	7.37	5.00
Ribs, trims, etc.	2.18	3.12	1.89
Cost of hogs	18.65	18.45	18.45
Condemnation loss	.09	.09	.09
Handling, overhead	2.80	2.55	2.30
TOTAL COST	21.54	31.08	21.09
TOTAL VALUE	19.10	27.65	18.29
Cutting margin	-2.44	-3.43	-2.80
Margin last week	-2.37	-3.36	-3.13

PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
	July 10	July 10	July 10
1-lb. cartons	16.50 @ 18.00	16.00 @ 19.00	15.00 @ 18.75
50-lb. cartons & cans	14.50 @ 17.50	16.00 @ 19.00	None quoted
Tierces	14.50 @ 17.00	15.00 @ 17.00	15.00 @ 17.00

PACKERS' WHOLESALE LARD PRICES

Wednesday, July 12, 1961

	Refined lard, drums, f.o.b. Chicago	Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	Kettle rendered, 50-lb. tins, f.o.b. Chicago	Leaf, kettle rendered, drums, f.o.b. Chicago	Lard flakes	Standard shortening, North & South, delivered	Hydrogenated shortening, N. & S. drums, del'vd.
	\$12.50	12.00	14.00	13.50	13.25	21.50	21.75

WEEK'S LARD PRICES

	P.S. or D.R. cash (Bd. Trd.)	Dry rend. loose (Bd. Trd.)	Ref. in 50-lb. tins (Open Mkt.)
July 7	9.35n	8.75a	11.25n
July 10	9.35n	8.62n	11.25n
July 11	9.17n	8.37n	11.00n
July 12	9.02	8.25n	11.00n
July 13	9.15n	8.12n	10.75n

Note: add 1/4¢ to all lard prices ending in 2 or 7.
n-nominal, a-asked, b-bid

HOG-CORN

RATIOS COMPARED

The hog-corn ratio based on barrows and gilts at Chicago for the week ended July 8, 1961, was 15.7, the U. S. Department of Agriculture has reported. This ratio compared with the 15.9 ratio for the preceding week and 14.3 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.135, \$1.100 and \$1.206 per bu. during the three periods, respectively.

VEGETABLE OILS

Wednesday, July 12, 1961

	Crude cottonseed oil, f.o.b. Texas	Southwest	Valley	Corn oil in tanks, f.o.b. mills	Soybean oil, f.o.b. Decatur	Coconut oil, f.o.b. Pacific Coast	Peanut oil, f.o.b. mills	Cottonseed foots: Midwest, West Coast	East	Soybean foots: Midwest
	13 1/2 @ 13 1/2n	13 1/2n	13 1/2n	16 1/2b	10.80n	11n	15 1/2b	1 1/4	1 1/4	1 1/4

OLEOMARGARINE

Wednesday, July 12, 1961

	White dom. veg. solids 30-lb. carton	Yellow quarters, 30-lb. cartons	Milk churned pastry, 750-lb. lots, 30's	Water churned pastry, 750-lb. lots, 30's	Bakers, drums, tons
	26 1/2	28 1/2	24 1/2	25 1/2	21

OLEO OILS

	Prime oleo stearine, bags	Extra oleo oil (drums)	Prime oleo oil (drums)
	11 1/2	10 1/2	10 1/2

N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:
July 7-July, 15.55-72; Sept., 14.34-35; Oct., 13.99-94a; Dec., 13.79; Mar., 13.92-90; May, 13.90-95a, and July, 13.95b.
July 10-July, 15.55-54; Sept., 15.34-32; Oct., 13.85b-88a; Dec., 13.77b-78a; Mar., 13.90b-75a; May, 13.97; July 11-July, 15.52-55; Sept., 14.41b-43a; Oct., 14.00-01; Dec., 13.88-90; Mar., 14.00b-10a; May, 13.95b-14.10a, and July, 14.04.
July 12-July, 15.67-63; Sept., 14.36-35; Oct., 13.83; Dec., 13.83; Mar., 13.82b-90a; May, 13.90, and July 13.90b-92a.
July 13-July, 15.69; Sept., 14.16-13; Oct., 13.77; Dec., 13.65-63; Mar., 13.72b-77a; May, 13.75b-83a, and July, 13.77b.

THE NATIONAL PROVISIONER, JULY 13, 1961

BY-PRODUCTS...FATS AND OILS

TALLOWs and GREASES

Wednesday, July 12, 1961

The inedible tallow and grease market was a dull affair at the close of last week with buyers preferring to stick to the sidelines and only spotty interest was noted. Sellers, however, were not pushing offerings to any great extent and considered in fairly good position. Some call reported for bleachable fancy tallow at 6½¢ c.a.f. Chicago; however, top productions were firmly held.

As this week opened, offerings still were not being pushed to any great extent and buyers' ideas were slightly under the last volume sales. However, a couple tanks of bleachable fancy tallow sold at 6½¢ c.a.f. Chicago, and further bids reported at that level. Many sellers were maintaining 6¼¢ ideas, however, particularly the top productions. Top grade special tallow was reported as salable at 5½¢ c.a.f. Chicago, with less desirable material available ½¢ less. Yellow grease quoted at 5½¢@5¼¢ c.a.f. Chicago, price depending on productions. All hog choice white grease was in a class by itself with a little movement on Monday at 7½¢ delivered Chicago. Edible tallow, very quiet, offered 8½¢ c.a.f. Chicago or basis and best interest was ¼¢ less.

Easiness continued in the inedibles on Tuesday and there was a light, scattered trade of bleachable fancy tallow at 6½¢ c.a.f. Chicago and basis with users then reducing their ideas to 6¢ without attracting offerings at that figure. In the East, buyers also were talking lower levels with actual trading slim; buyers' ideas around 6½¢@6¼¢ delivered. In the Gulf, buyers were talking around 6@6½¢ delivered basis. In Chicago, yellow grease reported sold 7@7½¢ c.a.f. Chicago with buyers later reducing their ideas to 4½¢ on average productions. Choice white grease, which was recently in firm call, had little or no interest and was offered 7½¢ c.a.f. Chicago. Edible tallow, again inactive, offered 8½¢ c.a.f. Chicago or basis with some call noted at 8¼¢ for top productions. Sellers were holding for 8¢ f.o.b. River late in the day.

On Wednesday, the tone of the market continued easy and some price cuts were registered. Bleachable fancy tallow sold at 6¢ c.a.f. Chicago with interest no better than

6½¢@6¼¢ c.a.f. East as to product. Export interest was reported as slow. Special tallow had some interest from 5@5¼¢, again product considered, with some scattered trade reported in yellow grease at 4¾¢ and 4½¢ c.a.f. Chicago. Edible tallow held at 8½¢ c.a.f. Chicago or basis and some offerings noted at 8¢ f.o.b. River; demand nil.

TALLOWs: Wednesday's quotations—edible tallow 8¢ f.o.b. River and 8½¢ Chicago basis. Original fancy tallow 6¼¢, bleachable fancy tallow 6¢, prime tallow 5¾¢, special tallow 5¼¢, No. 1 tallow 4¾¢ and No. 2 tallow 4½¢, all c.a.f. Chicago.

GREASES: Wednesday's quotations—Choice white grease, all hog, 7¢, B-white grease 5¼¢, yellow grease 4¾¢ and house grease 4½¢, all c.a.f. Chicago.

Fleet Show Workshops

Workshop sessions devoted to tire problems, problems in meeting safety requirements and parts, stock and control will be highlights of the 1961 Fleet Maintenance Exposition, October 23-26, in New York City's Coliseum. Also featured will be a series of new products clinics which will explore maintenance problems.

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)

Wednesday, July 12, 1961

BLOOD	
Unground, per unit of ammonia, bulk	6.00n

DIGESTER FEED TANKAGE MATERIALS	
Wet rendered, unground, loose	
Low test	6.75n
Med. test	6.50n
High test	6.00@ 6.25n

PACKINGHOUSE FEEDS	
	Carlots, ton
50% meat, bone scraps, bagged	97.50@100.00
50% meat, bone scraps, bulk ..	87.50@ 90.00
60% digester tankage, bagged ..	97.50@100.00
60% digester tankage, blk	95.00
80% blood meal, bagged	130.00
Steamed bone meal, 50-lb. bags (specially prepared)	95.00
60% steamed bone meal, bagged	85.00

FERTILIZER MATERIALS	
Feather tankage, ground, per unit ammonia (85% prot.)	*5.75
Hoof meal, per unit ammonia ...	†6.50@ 6.75

DRY RENDERED TANKAGE	
Low test, per unit protein	1.75n
Medium test, per unit prot.	1.65n
High test, per unit prot.	1.60n

GELATIN AND GLUE STOCKS	
Bone stock, (gelatin), ton	16.50
Jaws, feet (non gel) ton	3.50@ 6.00
Trim bone, ton	5.50@ 9.50
Pigskins (gelatin) lb. (cl)	7½¢ 7¼
Pigskins, smoked, edible (cl) ...	17½n

ANIMAL HAIR	
Winter coil-dried, c.a.f. mid-east, ton	60.00@ 80.00
Winter, coil-dried, midwest, ton	65.00@ 70.00
Cattle switches, piece	1@ 2½
Summer processed (Apr.-Oct.)	
Gray, lb.	6@ 7
*Del. midwest †del. mid-east, n-nom., a—asked	

CHICAGO HIDES

Wednesday, July 12, 1961

BIG PACKER HIDES: An approximate 95,000 to 100,000 hides were sold in the big packer market last week with heavy native steers registering a ½¢ advance; other selections steady. Some bookings would be included in the estimated trading. Butt brands and Colorado steers moved fairly well at steady levels after packers tried for advances. Cows were only in moderate call as the heavy natives sold steady at 16½¢ River. Light natives were mostly steady as about 1,800 St. Paul sold at 18½¢, around 5,000 heavy average River sold at 20½¢, nearly 2,000 St. Joe-Evansville sold at 21¢ and several thousand K.C. moved at 21½¢; light average brought premium levels. Northern branded cows sold steady at 15¢ and about 4,000 Southwesterns sold at premium of 16¢, all July take-off. There was a fairly good export call while domestic tanner demand was not broad. Considerable dealer buying was noted.

Trade was lacking as this week opened with most selections on call at steady prices. On Tuesday, an estimated 50,000 hides sold, all at steady levels involving heavy native steers, butt brands, Colorado's, heavy native cows and branded cows. Earlier, some offerings of butts and heavy native steers were made at ½¢ higher for straight loads but buyers refused to go along on that basis. Light hides were in thin call.

At midweek, there was some light, additional trading at the steady levels with light hides again inactive and called easy. The volume of trade for the week was 60,000 pieces.

SMALL PACKER AND COUNTRY HIDES: Trading has been on the slim side in the Midwestern small packer market with buying interest continuing narrow from both domestic tanner and export interests. The Midwest native 50/52-lb. average allweights quoted 16½¢@17½¢, outside price for plumps, and the 60/62's were slow in moving at 13½¢@14½¢. Country hides also looked draggy with the 52/54-lb. locker-butchers reported available at 13½¢@14¢ f.o.b. shipping points; some held slightly higher at favorable freight points. The 50/52-lb. renderers called 12½¢@13¢ f.o.b. basis and No. 3's last reported sold

10¢ f.o.b. shipping point. Horse hides continued slow and some Northern choice were reported available at \$7.00@7.50 f.o.b. basis.

CALFSKINS AND KIPSKINS: Late last week several thousand Northern heavy calf sold by a big packer at 62½¢ and couple thousand Northern lights were moved at 60¢ by an outside independent, a shade higher than last paid levels. River kip last sold in volume way at 50¢ and some trade noted in Nashville production at 52½¢. River overweights have been quiet and called nominal at 40¢. Small packer calf, allweights, called steady at 40@42¢ while the allweight kip was inactive and called 35@37¢ for regular productions; some interest shade under those levels, however. Cooler calf firmly held at 42¢ with reported interest around 40¢. Country calf called steady to firmer at 26@27¢ and allweight country kip mostly steady at 23@25¢ as to quantity and quality involved. Big packer regular slunks called \$1.80 nominal.

SHEEPSKINS: Shearlings have been firmly held this week and the market had only moderate action as offerings were limited. Northern-River No. 1's had interest at 75@80¢ with 2's slow and nominal at 50¢, per piece basis. Southwestern 1's were scarce and the few that were available were listing \$1.30 asking price. The 2's called nominal at 55¢. Clips remained on scarce side and listing \$1.50@1.75, outside price for the Southwestern product. Midwestern genuine lamb pelts reported sold about steady last week at \$1.85@2.00. Full wool dry pelts nominally called 18¢. Pickled skins were firm; lambs \$12, and sheep \$14.25 per doz.

CHICAGO HIDE QUOTATIONS

PACKER HIDES			
	Wednesday, July 12, 1961	Cor. date	
Lgt. native steers	21 @ 21½n	19n	
Hvy. nat. steers	15½ @ 16	14 @ 14½n	
Ex. lgt. nat. steers	22½n	20½n	
Butt-brand. steers	13	12	
Colorado steers	12	10½	
Hvy. Texas steers	12½n	11n	
Light Texas steers	19n	17n	
Ex. lgt. Texas steers	20½n	18½n	
Heavy native cows	16½ @ 17n	16 @ 16½n	
Light nat. cows	18½ @ 20½n	17½ @ 18½n	
Branded cows	15 @ 16	14	
Native bulls	10½ @ 11n	10 @ 11n	
Branded bulls	9½ @ 10n	9 @ 10n	
Calfskins:			
Northern, 10/15 lbs.	62½n	58n	
10 lbs./down	60n	52½n	
Kips, Northern native, 15/25 lbs.	50n	45½n	
SMALL PACKER HIDES			
STEERS AND COWS:			
60/65-lb. avg.	13½ @ 14½n	11½ @ 12n	
50/55-lb. avg.	16½ @ 17½n	14½ @ 15n	
SMALL PACKER SKINS			
Calfskins, all wts.	40 @ 42n	41 @ 42n	
Kipskins, all wts.	35 @ 37n	33 @ 35n	
SHEEPSKINS			
Packer shearlings:			
No. 1	70 @ 80	1.30 @ 1.40	
No. 2	45 @ 50	.90 @ 1.00	
Dry Pelts	15 @ 18n	23n	
Horsehides, untrim.	7.50 @ 8.00n	8.50n	
Horsehides, trim.	7.00 @ 7.50n	8.00 @ 8.50n	
n-nominal			

California Reports Busy 1960 Inspection Year

A total of 364 plants operated under California state meat inspection in 1960, according to the annual report of the Bureau of Meat Inspection, California Department of Agriculture. Thirty-five of the plants conducted slaughtering operations solely; 16 performed both slaughtering and processing operations, and 313 were strictly meat processors.

In addition, 50 processing establishments operated under state-approved municipal inspection in the city of San Francisco. The San Francisco inspection service, conducted by the city's health department, is the only remaining municipal inspection service which has been approved by the California Department of Agriculture.

The 1960 report, just issued by Dr. R. W. McFarland and Dr. G. W. Yeager, chief and assistant chief, respectively, of the Bureau of Meat Inspection, says that state inspection duties were carried out by 125 inspectors, including supervisors. The report notes that the total cost of state meat inspection exceeded the million-dollar mark for the first time in the 1959-1960 budget year, amounting to \$1,047,163, including \$96,125 paid for overtime and holiday work by inspectors. The cost of this overtime is reimbursed to the state by plants involved.

California's humane slaughter

law, which became effective on July 1, 1960, requires state agencies and meat packers contracting with state agencies to use designated humane methods in handling and dispatching livestock. At the end of the year, 13 state-inspected slaughtering establishments were humanely slaughtering and handling animals in compliance with the law, the report goes on to say.

Animals slaughtered in state-inspected plants totaled 1,509,828 in 1960, an increase over 1959 of 95,652 animals, or nearly 7 per cent. There were gains in the number of cattle, calves, sheep and goats slaughtered, while hog slaughter decreased. Inspectors condemned 369 animals on ante mortem inspection.

More meat food products were processed under state inspection in 1960 than in any period in the 43 years of the state service. The state-inspected meat food products totaled 270,450,064 lbs., a 4 per cent gain over 1959. Approved municipal inspected plants produced 25,892,535 lbs. of meat food products, an increase of 16 per cent over 1959. Under state inspection, 3,874,709 lbs. of meat and meat products were condemned as unfit for food.

During the 1960 year, 3,789 labels and label sketches were reviewed and acted upon by the Bureau of Meat Inspection. Of this number, 119 were disapproved because they did not comply with labeling requirements. Hundreds of other labels were returned without action.

"The cost of printing a single label frequently amounts to several thousands of dollars," the report points out. "To avoid costly mistakes, establishments may submit sketches of proposed labels to the Sacramento office for tentative approval prior to printing."

Building plans and specifications for 64 construction projects, including 20 entirely new establishments, were approved in 1960.

In the first decline since 1953, imports of foreign cold storage meat into California dropped 29 per cent in 1960 to 63,980,324 lbs. from the previous year's all-time high of 90,097,517 lbs. A total of 258,791 lbs. failed to qualify as inspected and passed due to contamination and spoilage.

Oil Chemists' Meeting

The 35th annual fall meeting of the American Oil Chemists' Society will be held at the Pick-Congress Hotel, Chicago, from October 30 to November 1, 1961, according to general chairman A. A. Rodeghier of Durkee Famous Foods, Chicago.

N. Y. HIDE FUTURES

Friday, July 7, 1961				
	Open	High	Low	Close
July	17.35	17.35	16.96	16.96
Oct.	17.15	17.15	16.96	16.96
Jan.	16.90b	16.94	16.90	16.85b-.93a
Apr.	16.75b	16.83	16.83	16.80b-.85a
July	16.60b	16.89	16.75	16.75b-.80a
Sales: 29 lots.				
Monday, July 10, 1961				
July	16.81b	16.81b	17.00	17.00b-.15a
Oct.	16.80b	17.05	16.97	17.02
Jan.	16.65b	16.97	16.95	16.95b-.99a
Apr.	16.80b	16.90	16.85	16.90
July	16.75b	16.85	16.85	16.85
Sales: 19 lots.				
Tuesday, July 11, 1961				
July	16.95b	16.95	17.20	17.20b-.25a
Oct.	16.96b	17.13	17.00	17.13
Jan.	16.90b	16.90b	16.97	16.97b-17.05a
Apr.	16.90	16.90	16.89	16.90b-17.00a
July	16.82b	16.95	16.95	16.85b-.95a
Sales: 21 lots.				
Wednesday, July 12, 1961				
July	17.00b	17.19	17.15	17.19
Oct.	17.05b	17.04	16.99	17.00-.16.99
Jan.	16.90b	16.90	16.90	16.88b-.94a
Apr.	16.80b	16.80	16.80	16.80b-.89a
July	16.75b	16.80	16.80	16.75b-.88a
Sales: 21 lots.				
Thursday, July 13, 1961				
July	17.00b	17.42	17.42	17.42
Oct.	16.99	16.99	16.93	16.94-.93
Jan.	16.75b	16.85	16.85	16.80b-.90a
Apr.	16.70b	16.80	16.80	16.75b-.83a
July	16.55b	16.80	16.80	16.70b-.80a
Sales: 14 lots.				

LIVESTOCK MARKETS... Weekly Review

STOCKER-FEEDER MOVEMENT OF CATTLE, SHEEP

Stocker and feeder cattle and sheep received in several north central states in May, 1961-60, as reported by the U. S. Department of Agriculture:

	CATTLE AND CALVES		Direct		Totals	
	P.S. Yards	May	May	May	Jan.-May	Jan.-May
Ohio	2,697	3,700	2,525	1,678	31,544	30,364
Indiana	11,867	5,524	21,869	16,871	119,361	96,218
Illinois	18,625	21,566	38,471	47,426	280,698	319,043
Michigan	1,374	1,841	2,026	1,136	18,511	18,461
Minnesota	11,728	9,223	12,909	14,329	182,842	187,609
Iowa	61,826	55,763	46,621	55,713	578,118	713,852
S. Dakota	8,191	6,795	13,362	25,994	74,066	110,747
Nebraska	29,815	24,115	68,141	47,437	318,113	423,590
Totals	146,123	128,527	205,924	210,594	1,603,253	1,899,884

Totals: May, 1960—352,047; May, 1961—339,111.

SHEEP AND LAMBS

	P.S. Yards	May	May	May	May	Jan.-May	Jan.-May
Ohio	538	187	3,276	11,070	12,665	28,969	28,969
Indiana	4,754	926	3,934	2,279	21,495	9,801	9,801
Illinois	24,302	15,011	10,580	12,594	96,541	69,263	69,263
Michigan	164	798	454	941	5,852	7,188	7,188
Minnesota	5,402	4,158	13,100	15,100	129,185	135,623	135,623
Iowa	13,912	16,494	102,467	100,141	387,250	367,505	367,505
S. Dakota	11,892	450	18,310	9,826	85,048	86,845	86,845
Nebraska	17,256	5,814	23,690	16,744	147,339	88,067	88,067
Totals	82,220	43,838	175,811	168,495	885,375	793,261	793,261

Totals: May, 1960—258,031; May, 1961—212,333.

Data in this report are obtained from offices of state veterinarians. Under "Public Stockyards" are included stockers and feeders which were bought at stockyards. Under "Direct" are included stockers and feeders from points other than public stockyards, some of which are inspected at public stockyards while stopping for feed, water, and rest en route.

SLAUGHTER STEERS AND HEIFERS

Steers and heifers sold out of first hands for slaughter at seven markets in May, 1961-60; numbers, costs and percentages are shown below as follows:

STEERS, MAY, 1961-60		May	May	May	May	May	May
		1961	1960	1961	1960	1961	1960
Prime	14,389	5,737	3.3	1.4	\$25.12	\$30.60	
Good	210,992	199,744	48.2	47.9	23.05	26.84	
Standard	171,671	181,270	39.3	43.4	21.84	24.97	
Commercial	35,564	24,290	8.1	5.8	19.46	21.24	
Utility	4,876	12	—	—	—	20.00	
All grades	437,492	6,088	1.1	1.5	18.50	19.30	
		417,141	—	—	23.74	25.72	

HEIFERS, MAY, 1961-60

	May	May	May	May	May	May	May
	1961	1960	1961	1960	1961	1960	1960
Prime	712	1,162	0.5	0.9	\$23.47	\$27.83	
Choice	62,463	53,989	47.2	40.7	22.85	26.22	
Good	58,771	67,990	44.4	51.2	21.49	24.30	
Standard	9,157	8,245	6.9	6.2	19.39	20.72	
Utility	1,361	1,272	1.0	1.0	17.58	18.63	
All grades	132,464	132,658	—	—	21.99	24.89	

World Sheep Population Down At Start of 1961; Numbers off in U.S., N. America, Up in Oceania

The world sheep population at the beginning of 1961 numbered about 976,000,000 animals, according to the Foreign Agricultural Service. This number, down by about 4,000,000 head from a year earlier, was about 15 per cent larger than the 1951-55 average of 848,000,000 head. Numbers were down in North America, with the United States sharing in the decline. The European sheep population held about steady, while in Russia alone the count was down. South America showed a slight gain as did Africa. In Australia and New Zealand, the world's largest sheep producing countries, the world was up moderately.

Dane Hog Increase Means More Exports

It appears likely that the United States will be asked to absorb more foreign pork in the next few months. The conclusion is drawn from the fact that Denmark, a large supplier to the U. S. market, is expanding its hog drove at a rate "beyond expectations." In April, Denmark reported its hog population at about 6,600,000 head, an all-time high. A further increase is expected. On the basis of the expected hog increase, commercial slaughter for this year was forecast at about 10,000,000 head, a top-heavy figure.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, July 11, were reported by the Agricultural Marketing Service Livestock Division as follows:

	N.S. Yds	Chicago	Sioux City	Omaha	St. Paul
BARROWS & GILTS:					
U.S. No. 1:					
180-200	—	—	\$17.50-18.25	\$18.00-18.50	\$17.75-18.00
200-220	—	—	18.25-18.35	18.00-18.50	17.75-18.00
220-240	—	—	18.35-18.50	18.00-18.50	17.75-18.00
U.S. No. 2:					
180-200	—	—	17.50-18.25	—	—
200-220	—	—	18.00-18.35	17.25-17.75	17.75-18.00
220-240	—	—	18.00-18.35	17.15-17.75	17.75-18.00
240-270	—	—	17.50-18.25	16.50-17.50	—
U.S. No. 3:					
200-220	\$18.35-18.60	—	—	16.85-17.50	17.25-17.75
220-240	18.25-18.60	\$17.75-18.25	—	16.85-17.50	17.25-17.75
240-270	17.50-18.35	17.50-18.00	17.25-17.75	16.25-17.00	16.75-17.50
270-300	16.75-17.75	16.75-17.50	16.25-17.00	15.50-16.60	16.00-17.00
U.S. No. 1-2:					
180-200	18.50-18.85	18.00-18.75	17.50-17.75	17.00-18.00	18.00-18.25
200-220	18.50-19.00	18.65-18.75	18.00-18.25	18.00-18.50	18.00-18.25
220-240	18.40-18.85	18.50-18.75	18.00-18.25	18.00-18.50	17.75-18.00
U.S. No. 2-3:					
200-220	18.35-18.65	18.00-18.25	17.75-17.85	17.50-17.75	17.50-17.75
220-240	18.25-18.65	17.75-18.25	17.75-17.85	17.50-17.75	17.50-17.75
240-270	17.50-18.50	17.50-18.00	17.25-18.25	16.50-18.00	16.75-17.50
270-300	16.75-17.75	16.75-17.50	16.25-17.50	15.50-17.50	16.00-17.00
U.S. No. 1-2-3:					
180-200	18.40-18.75	17.75-18.65	17.50-18.25	16.00-17.00	17.50-18.00
200-220	18.40-18.75	18.25-18.65	18.00-18.25	17.50-18.25	17.50-18.00
220-240	18.35-18.75	18.25-18.50	18.00-18.25	17.50-18.25	17.50-18.00
240-270	17.50-18.75	17.75-18.25	17.25-18.25	16.75-18.00	16.75-17.50

SOWS:

U.S. No. 1-2-3:					
180-270	15.75-16.00	—	—	—	—
270-330	15.50-16.00	—	—	—	—
330-400	14.75-16.00	14.25-15.50	14.50-15.50	15.25-15.75	15.50-16.00
400-550	13.50-15.25	12.75-14.50	13.00-14.25	13.00-14.25	13.50-14.50

SLAUGHTER CATTLE & CALVES:

STEERS:					
Prime:					
900-1100	—	21.50-23.00	23.00	—	—
1100-1300	—	21.50-23.00	21.50-22.00	22.00-23.25	—
1300-1500	—	21.00-23.00	19.50-21.75	—	—
Choice:					
700-900	22.50-23.00	—	—	21.50-22.00	21.75-22.75
900-1100	22.50-23.00	21.50-23.00	21.50-23.00	21.50-22.00	21.50-22.50
1100-1300	21.50-23.00	21.50-23.00	20.75-21.75	21.25-21.75	20.50-22.00
1300-1500	21.00-22.00	20.00-21.75	21.00-21.15	—	19.00-21.00
Good:					
700-900	21.25-22.75	—	—	20.00-21.75	21.00-21.75
900-1100	20.75-22.50	20.75-22.00	19.75-21.50	20.00-21.50	20.00-21.75
1100-1300	20.00-22.25	20.75-22.00	19.50-21.50	19.50-21.50	19.50-21.50
Standard,					
all wts.	19.50-20.00	18.50-20.50	18.50-20.00	18.75-20.50	18.00-21.00
Utility,					
all wts.	18.00-19.00	18.50-20.50	—	—	16.50-18.00
HEIFERS:					
Prime:					
900-1100	—	—	23.00	22.75-23.25	—
Choice:					
700-900	22.25-23.25	—	—	21.75-23.00	21.75-22.75
900-1100	21.75-23.25	22.25-23.00	21.50-22.75	21.50-23.00	21.50-22.50
Good:					
600-800	20.50-22.50	21.75-22.25	19.50-21.50	19.50-22.00	21.00-21.75
800-1000	20.00-21.75	21.00-22.00	19.50-21.50	19.50-22.00	20.00-21.75
Standard,					
all wts.	18.00-20.50	15.50-20.50	17.50-19.50	18.50-20.50	17.50-21.00
Utility,					
all wts.	17.00-18.50	15.50-20.50	—	17.50-18.50	16.00-17.50
COWS, all wts.:					
Commercial	14.50-15.50	14.00-16.50	14.00-15.00	14.00-15.00	14.50-15.00
Utility	14.50-15.50	14.00-16.50	14.00-15.00	14.00-15.00	13.50-14.50
Cutter	12.50-15.00	14.00-16.50	13.00-14.50	12.50-14.00	13.00-14.00
Canner	12.50-15.00	12.25-14.50	13.00-14.50	12.50-14.00	12.50-13.00
BULLS (Yr. Excl.) All Weights:					
Commercial	17.50-19.50	17.25-20.50	18.50-19.50	17.50-19.50	17.50-19.00
Utility	17.50-19.50	17.25-20.50	18.50-20.00	17.50-19.50	18.50-20.00
Cutter	15.00-17.50	17.00-20.00	16.50-19.50	17.00-18.00	15.00-18.50
VEALERS, All Weights:					
Ch. & pr.	23.00-28.00	28.00	—	22.50-27.00	27.00-30.00
Std. & gd.	18.00-23.00	17.00-23.00	—	22.50-27.00	21.00-27.00
CALVES (500 Lbs. Down):					
Ch. & pr.	27.00-28.00	28.00	—	—	22.00-24.00
Std. & gd.	23.00-27.00	22.00-23.00	—	—	17.00-22.00
SHEEP & LAMPS:					
LAMBS (110 lbs. Down):					
Prime	18.50-19.00	19.50-20.00	18.00-19.00	17.50-18.50	18.00-19.00
Choice	17.50-19.00	18.00-19.00	17.00-18.00	17.50-19.00	17.75-18.25
Good	16.50-18.50	18.00-19.00	17.00-18.00	16.25-17.50	17.00-18.00
YEARLINGS (Shorn):					
Choice	14.00	14.00	15.00	15.00	14.50-15.25
Good	12.50-14.00	12.00-14.00	13.50	13.00	13.50-14.50
EWES (Shorn):					
Gd. & ch.	3.00-4.50	4.50-5.00	—	3.00-4.50	3.00-3.50
Cull & util.	3.00-4.50	4.50-5.00	3.00-4.25	2.50-5.00	2.50-3.50

CORN BELT DIRECT TRADING

Des Moines, July 12—Prices on hogs at 15 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

BARROWS & GILTS		Cwt.
U.S. No. 1, 200-220	17.25@18.00	
U.S. No. 1, 220-240	17.25@17.90	
U.S. No. 2, 200-220	16.90@17.65	
U.S. No. 2, 240-270	16.25@17.40	
U.S. No. 3, 200-220	16.60@17.40	
U.S. No. 3, 220-240	16.15@17.20	
U.S. No. 3, 270-300	15.40@15.55	
U.S. No. 1-2, 180-200	none qtd.	
U.S. No. 1-2, 200-220	17.25@17.90	
U.S. No. 1-2, 220-240	17.25@17.90	
U.S. No. 2-3, 200-220	17.00@17.50	
U.S. No. 2-3, 220-240	16.85@17.50	
U.S. No. 2-3, 240-270	16.25@17.30	
U.S. No. 2-3, 270-300	15.40@16.65	
U.S. No. 1-3, 180-200	15.75@17.50	
U.S. No. 1-3, 200-220	17.00@17.65	
U.S. No. 1-3, 220-240	16.90@17.65	
U.S. No. 1-3, 240-270	16.25@17.40	

SOWS:

U.S. No. 1-3, 270-330	14.35@15.65
U.S. No. 2-3, 330-400	13.60@15.25
U.S. No. 1-3, 400-550	12.10@14.40

Corn Belt hog receipts, as reported by the USDA:

	This week est.	Last week actual	Last week actual
July 6	65,000	55,000	47,000
July 7	35,000	45,000	41,000
July 8	24,000	36,000	36,000
July 10	52,000	44,000	71,000
July 11	75,000	Hol.	51,000
July 12	55,000	81,000	50,000

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, July 11 were as follows:

CATTLE:		Cwt.
Steers, choice	.....	\$21.50@21.75
Steers, good	.....	20.50@21.25
Heifers, gd. & ch.	.....	20.00@22.75
Cows, util. & com'l.	.....	14.00@15.25
Cows, can. & cut.	.....	12.50@14.00
Bulls, util. & com'l.	.....	17.50@19.50
VEALERS:		
Vealers, gd. & ch.	.....	23.00@25.00
Calves, gd. & ch.	.....	19.00@23.00
BARROWS & GILTS:		
U.S. No. 3, 220/240	.....	17.50@17.75
U.S. No. 3, 240/270	.....	17.50@18.00
U.S. No. 2, 270/300	.....	16.50@17.50
U.S. No. 1-2, 180/200	.....	16.50@18.50
U.S. No. 1-2, 200/220	.....	18.25@18.50
U.S. No. 1-2, 220/240	.....	18.00@18.50
U.S. No. 2-3, 200/220	.....	17.50@18.00
U.S. No. 2-3, 220/240	.....	17.50@18.00
U.S. No. 2-3, 240/270	.....	17.25@17.75
U.S. No. 2-3, 270/300	.....	17.00@17.35
U.S. No. 1-3, 180/200	.....	18.10@18.25
U.S. No. 1-3, 200/220	.....	17.50@18.00
U.S. No. 1-3, 240/270	.....	17.35@18.00
SOWS, U.S. No. 1-3:		
270/330 lbs.	.....	14.75@15.50
330/440 lbs.	.....	13.50@14.75
400/550 lbs.	.....	13.00@13.50
LAMBS:		
Choice & prime	.....	18.00@18.50
Good & choice	.....	16.00@17.50

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, July 11 were as follows:

CATTLE:		Cwt.
Steers, choice	.....	\$21.75@23.00
Steers, good	.....	21.40@22.25
Heifers, gd. & ch.	.....	21.00@23.00
Cows, cut. & util.	.....	14.50@15.50
Cows, can. & cut.	.....	13.00@14.50
BARROWS & GILTS:		
U.S. No. 1-2, 190/225	.....	18.60@18.75
U.S. No. 1-3, 190/250	.....	18.25@18.60
U.S. No. 2-3, 200/260	.....	17.50@18.40
SOWS:		
U.S. No. 2-3, 255/385	.....	15.00@15.50
U.S. No. 2-3, 400/600	.....	14.00@14.75
LAMBS:		
Choice & prime	.....	17.00@19.50
Good	.....	15.50

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, July 11 were as follows:

CATTLE:		Cwt.
Steers, choice	.....	\$22.00@23.00
Steers, good	.....	20.00@22.25
Heifers, gd. & ch.	.....	20.00@22.25
Cows, util. & com'l.	.....	14.00@16.00
Cows, can. & cut.	.....	13.50@15.00
Bulls, util. & com'l.	.....	18.00@20.00
VEALERS:		
Choice & prime	.....	27.00@27.50
Good & choice	.....	24.00@27.00
Stand. & good	.....	20.00@24.00
BARROWS & GILTS:		
U.S. No. 1, 200/220	.....	18.85@19.00
U.S. No. 3, 200/220	.....	18.50@18.75
U.S. No. 3, 220/240	.....	18.25@18.50
U.S. No. 3, 240/270	.....	18.00@18.50
U.S. No. 3, 270/300	.....	18.25@19.00
U.S. No. 1-2, 180/200	.....	18.25@19.00
U.S. No. 1-2, 200/220	.....	18.75@19.00
U.S. No. 1-2, 220/240	.....	18.50@19.00
U.S. No. 2-3, 200/220	.....	18.50@18.75
U.S. No. 2-3, 220/240	.....	18.50@18.75
U.S. No. 2-3, 240/270	.....	18.25@18.50
U.S. No. 2-3, 270/300	.....	17.00@17.75
U.S. No. 1-3, 180/200	.....	18.25@19.00
U.S. No. 1-3, 200/220	.....	18.75@19.00
U.S. No. 1-3, 220/240	.....	18.50@19.00
U.S. No. 1-3, 240/270	.....	18.25@18.75
SOWS, U.S. No. 1-3:		
270/330 lbs.	.....	15.25@16.00
330/400 lbs.	.....	14.25@15.50
400/550 lbs.	.....	13.50@14.50
LAMBS:		
Choice & prime	.....	17.50@19.00
Good & choice	.....	15.50@17.50

LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Tuesday, July 11 were as follows:

CATTLE:		Cwt.
Steers, choice	.....	\$23.25@22.50
Steers, good	.....	20.50@21.75
Heifers, gd. & ch.	.....	20.00@24.00
Cows, util. & com'l.	.....	14.00@15.50
Cows, can. & cut.	.....	13.00@15.00
Bulls, util. & com'l.	.....	17.75@19.00
VEALERS:		
Good & choice	.....	22.00@26.00
Calves, gd. & ch.	.....	19.00@22.00
BARROWS & GILTS:		
U.S. No. 1, 180/200	.....	17.50@18.00
U.S. No. 1, 200/220	.....	18.00@18.25
U.S. No. 1, 220/240	.....	18.00@18.25
U.S. No. 3, 220/240	.....	17.50@17.75
U.S. No. 3, 220/240	.....	17.50@17.75
U.S. No. 3, 240/270	.....	17.00@17.75
U.S. No. 3, 270/300	.....	16.50@17.25
U.S. No. 1-2, 180/200	.....	17.50@18.00
U.S. No. 1-2, 200/220	.....	17.75@18.25
U.S. No. 1-2, 220/240	.....	17.75@18.10
U.S. No. 2-3, 220/240	.....	17.50@18.10
U.S. No. 2-3, 240/270	.....	17.25@18.00
U.S. No. 2-3, 270/300	.....	16.50@17.50
U.S. No. 1-3, 180/200	.....	17.50@18.00
U.S. No. 1-3, 200/220	.....	17.75@18.25
U.S. No. 1-3, 220/240	.....	17.50@18.25
U.S. No. 1-3, 240/270	.....	17.25@18.50
SOWS, U.S. No. 1-3:		
270/330 lbs.	.....	14.50@15.75
330/400 lbs.	.....	14.00@15.25
400/550 lbs.	.....	13.25@14.25
LAMBS:		
Choice & prime	.....	19.00@19.25
Good & choice	.....	17.50@18.00

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, July 11 were as follows:

CATTLE:		Cwt.
Steers, gd. & ch.	.....	\$21.00@23.00
Steers, util. & std.	.....	19.00@20.00
Heifers, gd. & ch.	.....	21.00@23.50
Cows, util. & com'l.	.....	17.00@17.50
Cows, can. & cut.	.....	12.50@15.50
Bulls, util. & com'l.	.....	19.00@20.00
VEALERS:		
Choice	.....	none otd.
Good and choice	.....	25.00@28.00
Calves, gd. & ch.	.....	20.00@24.00
BARROWS & GILTS:		
U.S. No. 1, 190/230	.....	18.50@18.75
U.S. No. 1-2, 190/230	.....	18.50@18.75
U.S. No. 2-3, 230/250	.....	17.75@18.25
U.S. No. 2-3, 250/280	.....	17.00@17.75
SOWS, U.S. No. 1-3:		
300/400 lbs.	.....	14.00@15.00
400/600 lbs.	.....	13.50@14.00
LAMBS:		
Choice & prime	.....	18.00@19.00
Good & choice	.....	16.50@18.00

WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended July 8, 1961 (totals compared), as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep
Boston, New York City area ¹	9,978	9,431	31,265	23,794
Baltimore, Philadelphia	7,399	1,690	23,704	5,793
Cincy., Cleve., Detroit, Indpls.	18,160	3,923	84,982	12,200
Chicago area	15,429	4,448	29,947	4,600
St. Paul-Wis. areas ²	25,586	9,081	73,271	6,300
St. Louis area ³	9,967	1,432	51,856	2,700
Sioux City-So. Dak. area ⁴	25,311	.....	77,330	10,045
Omaha area ⁵	36,776	91	56,079	10,602
Kansas City	14,555	.....	24,753	.....
Iowa-So. Minnesota ⁶	23,255	1,368	197,369	21,901
Louisville, Evansville,				
Nashville, Memphis	5,989	2,259	35,388	.....
Georgia-Florida-Alabama area ⁷	7,326	2,958	16,257	.....
St. Joseph, Wichita, Okla. City	17,217	970	33,069	7,134
Ft. Worth, Dallas, San Antonio	9,803	2,508	11,777	23,077
Denver, Ogden, Salt Lake City	19,983	168	11,777	34,520
Los Angeles, San Fran. areas ⁸	23,923	1,134	22,176	26,353
Portland, Seattle, Spokane	7,346	159	13,920	13,457
GRAND TOTALS	278,013	41,620	794,423	212,800
TOTALS SAME WEEK 1960	286,591	49,189	754,787	213,767

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, Minn., St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Augusta, Moultrie and Thomasville, Ga., Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended July 1, compared with same week in 1960, as reported to the PROVISIONER by the Canada Department of Agriculture:

	GOOD STEERS	VEAL CALVES	HOGS	LAMBS
	All wts.	Gd. & Ch.	Grade B	Good
	1960	1961	1960	1961
Calgary	\$20.70	\$19.20	\$28.70	\$26.50
Lethbridge	20.80	18.90	21.25	22.00
Edmonton	20.50	19.00	27.50	25.50
Regina	20.60	18.50	25.00	23.55
Moose Jaw	21.00	18.75	26.50	21.00
Saskatoon	21.20	18.25	27.00	23.50
Pr. Albert	20.75	18.15	26.25	23.75
Winnipeg	22.28	19.61	31.43	26.22
Toronto	23.50	21.41	29.50	26.00
Montreal	22.90	21.60	28.50	27.30

SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga., Dothan, Ala., and Jacksonville, Fla., week ended July 8:

	Cattle and Calves	Hogs
Week ended July 8 (estimated)	2,275	10,100
Week previous (six days)	3,220	12,300
Corresponding week last year	2,182	10,000

CANADIAN KILL

Inspected slaughter of livestock in Canada, week ended July 1, compared:

	Week ended July 1	Same week 1960
CATTLE		
Western Canada	25,309	17,607
Eastern Canada	15,786	15,195
Totals	41,095	32,802
HOGS		
Western Canada	48,904	45,365
Eastern Canada	49,771	47,144
Totals	98,675	92,509
All hog carcasses graded		
.....	107,906	101,223
SHEEP		
Western Canada	2,791	1,875
Eastern Canada	4,492	3,240
Totals	7,283	5,114

LIVESTOCK RECEIPTS

Receipts at 12 markets for the week ended Friday, July 7, with comparisons:

Week to date	Cattle	Hogs	Sheep
182,700	235,700	52,300	
Previous week			
207,700	285,900	68,200	
Same wk. 1960			
180,200	220,400	59,000	

NEW YORK RECEIPTS

The Meat Trail...

JOB

Managerial changes at the New York City, Philadelphia, Albany and Boston district offices of Armour and Company, Chicago, have been announced by HENRY E. STEPP, vice president and manager of Armour's northeast district. The new managers are: JAMES F. DANIELS, who succeeds ELLERY STICKLE, retiring manager, New York district; J. R. AMBACHER, district manager at Philadelphia, which has been reinstated as a district; JOHN C. MANGAN, processed meats sales manager at Albany, and THOMAS J. MURPHY, processed meats sales manager at Boston. Along with his duties as New York district manager, Daniels was also named processed meats sales manager. He joined Armour at Chicago in 1933 and for the past few years has been manager of the volume sales unit at New York. Daniels succeeds Ellery Stickle, veteran of 42 years' service with Armour. Stickle became New York



J. R. AMBACHER



PLANS FOR SAUSAGE exhibit at 56th annual meeting of American Meat Institute, scheduled for September 15-19 at Palmer House, Chicago, were discussed recently by AMI convention special committee on natural casings. Shown (seated, l. to r.) are: Frank Batek, Armour and Company, Chicago; Frank Ryan, The Cudahy Packing Co., Omaha; Joseph Soptick, Swift & Company, Chicago, and John Munro, Wilson & Co., Inc., Chicago. Standing (l. to r.) are: Clarence Mueller, American Meat Institute; George Dowlin, Cudahy; Gene Peterson, Armour; J. A. Butorac, Geo. A. Hormel & Co., Austin, Minn., and Gaston Escoube, American Meat Institute foreign trade consultant.

plant of Canada Packers, Ltd., announced A. EVANS, Toronto plant manager. Ashbourne succeeds ROBERT FERGUSON, who was killed in an automobile accident June 9. Ashbourne joined Canada Packers in 1936 and has been assistant superintendent at Toronto since 1956.

RAY ASP has been named manager of the canned meat division at Geo. A. Hormel & Co., Austin, Minn., announced R. A. ARNEY, vice president of the canned meat division. Asp has served in Hormel's cost accounting department and institution department and has held various sales positions with the firm. His experience also includes a position as foreman with the packing division. For the past year and a half, he has been marketing manager of the canned meat division's central area. Asp was graduated from Carleton College in Northfield, Minn.

Four personnel changes at the Sioux Falls, S. D., plant of John Morrell & Co., Chicago, have been announced by Morrell president

W. W. McCALLUM. J. F. VANDER PLOEG, assistant vice president and sales manager, will assume the responsibilities of acting plant manager in the absence of plant manager J. O. HARRINGTON. D. W. ENDRESON has been promoted to the position of assistant plant manager. J. W. NELSON, previously superintendent of mechanical and maintenance operations at the Sioux Falls plant and manager of construction and engineering at Sioux Falls and at the Madison, S.D., plant, will now devote his full time to being manager of construction and engineering at the Sioux Falls plant and its branches and the Madison plant. Nelson has been succeeded as superintendent of mechanical and maintenance operations at Sioux Falls by A. R. OLSON, formerly assistant superintendent.

PLANTS

The Rath Packing Co., Waterloo, Ia., holds open house at its new \$1,250,000 meat processing plant at Houston, Tex., on July 15. The new one-story plant contains 52,000 sq. ft. of floor space and is a distribution center for Rath's Houston and East Texas markets. J. L. VAN HEMERT is manager of the Houston plant.

All-Rich Meats, Inc., Bennettsville, S.C., held a grand opening at



J. F. DANIELS



E. STICKLE

district manager in 1959, when the Philadelphia and New York districts were consolidated. The new Philadelphia district manager, Ambacher, joined Armour in 1925 at Philadelphia. He was in charge of Armour's food operations in Cuba from 1956 to 1958 and most recently meats manager. Mangan, who was formerly assistant district manager at Albany, started with Armour as a student salesman in 1947 and since then has served in managerial positions at Glenn Falls, N.Y., and Trenton, N.J. Murphy, who has been assistant district manager at Boston since 1956, previously served at Chicago, Troy, N. Y., and Albany.

RALPH ASHBOURNE has been named superintendent of the Toronto, Ont.,



RAY ASP

its recently-purchased plant. The new acquisition, a former locker plant, has undergone considerable renovation and expansion since its purchase and will now offer custom slaughtering, processing and curing as well as provide locker facilities.

Jensen Meat Co. recently moved into its new plant at 3465 Hancock st., San Diego. Salient feature of the one-story, all-concrete plant is an ageing cooler which has no rails, everything being on mobile racks, according to REGGIE JENSEN, president of the San Diego firm.

An explosion at Hollinger's Meat Products, Inc., Mechanicsburg, Pa., destroyed the rear of the plant. No fire or injuries resulted from the blast, which was believed to have originated in a rendering tank.

Miller-Winckler Meats, Lewistown, Mont., recently held a grand opening upon completion of an expansion and improvement program at its plant. As a result of the improvement program, estimated to cost about \$210,000, weekly slaughtering at the plant has been stepped up to 150 cattle and 200 hogs, according to TED MILLER, president. Among items served at the grand opening were free buffalo burgers.

LUMIR FRITZ and ALBERT YONKE, partners in Wilber Wiener Co., Wilber, Neb., sausage manufacturer, have announced the sale of their firm to Gus Glaser Meats, Inc., Fort Dodge, Ia.

Henderson's Portion-Pak, Inc., Coral Gables, Fla., meat processor, has purchased Vogels', Inc., a Little Rock, Ark., frozen food firm. Vogel's will operate as a wholly-owned subsidiary of Henderson's. Purchase price was not disclosed.

H. J. Rammer Sons, Inc., Sheboygan, Wis., is building a new 7,500-sq. ft., one-floor sausage factory in Sheboygan.

Freeman & Foster Meat Co., San Bernadino, Cal., will build a \$290,000 meat processing and distribution plant in an industrial project now under construction as part of the San Bernadino Redevelopment Agency program. Freeman & Foster, which was founded in 1947 with three employees by DEAN M. FOSTER, plans to employ more than 100 persons in its new plant, which will contain about 25,000 sq. ft. of floor space. JACK FREEMAN became a partner in the firm in 1958. The new plant will feature a beef cooler with capacity to hold 1,000 loins and 1,000 rib cuts and will contain an overhead rail



STAFF MEMBERS of Western States Meat Packers Association are (l. to r.): F. L. Ritter, Portland, Ore., northwest representative; L. Blaine Liljenquist, Washington, D. C., new president and general manager; Norman H. Maffitt, San Francisco, executive assistant to the president, and Lou Moses, Los Angeles, southwest representative. Liljenquist, WSMPA's Washington representative since 1946, will continue to headquarter in the nation's capital but will spend part of his time each month at the San Francisco headquarters office.

system with capacity of more than 500 carcasses.

J. C. POTTER, owner of Potter Sausage Co., Durant, Okla., has announced plans for the construction of a new \$185,000 sausage factory in Durant. The new plant, expected to be ready for occupancy by March, 1962, will contain 17,000 sq. ft. of floor space and be situated on a 19-acre site east of Durant.

Armour and Company, Chicago, has ceased its sausage-making operations at its plant at 100 Harrison st., Peoria, Ill., and consolidated them at its plant on South st. The Harrison st. plant will be devoted to processing products other than sausage.

DEATHS

Prentiss Luther Cobb, 65, retired executive of Schott & Co., Inc., New Orleans, La., sausage manufacturer, died. Cobb retired from the company in 1955 after more than 30 years of service. He is survived by his widow, LOUISE, and three children.

FRED H. MEYER, 64, former head cattle buyer at Iowa Packing Co., Des Moines, Ia., passed away. Surviving are his widow, VIOLET, and three daughters.

HAROL G. SELIG, 74, owner of Selig Wholesale Meat Packers, San Francisco, Cal., died June 27.

TRAILMARKS

To mark the opening of its new Chicago canned meat plant, Libby, McNeill & Libby is running a 12-page full-color rotogravure section

in the *Chicago Sunday Tribune* on July 16. The section describes operations of the new 14-acre meat-canning and can-making facility, which is located at 119th st. and Ashland ave., Chicago, and also presents consumer illustrations, recipes and information about several canned meats produced at the new plant.

The board of directors of the Pacific Coast Meat Jobbers Association has appointed the Employers Council of Santa Clara County to take over the duties of its executive secretary, TOM A. MORTON, who recently resigned. The arrangement with the Employers Council, which will handle labor contract negotiations as well as the association's entire business routine, is under a tentative agreement for a trial period of five months, according to Matt Kovich, president of the Meat Jobbers Association. Morton will return to his previous position as general manager of H. Shenson Meat Co. in San Francisco.

The state of New York has granted charters of incorporation to the following meat packing firms: Ershowsky Delliette, Inc., 110 E. 42nd st., Manhattan, and Suffolk Pork Products, Inc., 584 Sunrise hwy., West Babylon.

VAL H. BRUNGARDT of the animal husbandry department of the University of Wisconsin has been named a beef cattle consultant to the standardization branch, U.S. Department of Agriculture. While maintaining his present academic appointment, Brungardt will make a study for the

USDA on beef cattle grades for the purpose of establishing grades which will reflect the true value of feeder and slaughter cattle.

JAMES D. STIMPSON, formerly a meat consultant with Operations, Inc., and the National-American Wholesale Grocers Association, has organized Stimpson's Meat Operations Advisory Service, Inc., a private counseling service with offices in Chicago and Washington, D.C.

The Indianapolis plant of Hygrade Food Products Corp., Detroit, recently hosted the 1961 Hoosier Beef Show. In addition to Hygrade, sponsors of the show included Purdue University, the Indiana Beef Breeders Association and the Indianapolis Stockyards. Sixty-four Hoosier exhibitors entered in the carcass and on-foot divisions.

ADOLPH BAUMANN, owner of Commodity Appraisal Service, Chicago, a meat consulting firm which he started in 1933, has retired due to reasons of health. Baumann worked in the budget department of Armour and Company, Chicago, as a price analyst from 1927 to 1933 before starting the meat consulting firm.

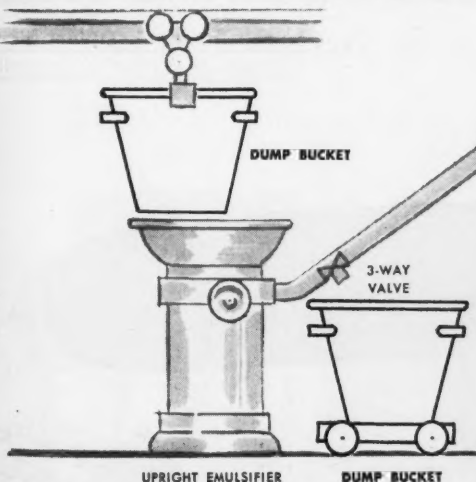
GEORGE A. CRAPPLE of Wilson & Co., Inc., Chicago, has been named chairman of the military-industry



HONOR STUDENT Ulysses Wayne Grant (fourth from left), third semester student in hotel and restaurant department at San Francisco City College, is awarded Arthur Davis scholarship of National Association of Hotel and Restaurant Meat Purveyors. Shown at presentation are (l. to r.): Larry Wong, secretary of Hotel and Restaurant Foundation at college; Mrs. Ellen Faulkner, executive secretary, Associated Meat Jobbers of Southern California; Reggie Jensen of Jensen Meat Co., San Diego, who is regional vice president of NAHRMP; Grant; Dr. Louis Conlan, San Francisco City College president, and Dr. Lou Batmale, dean of instruction at San Francisco City College. Meeting was held on school campus.

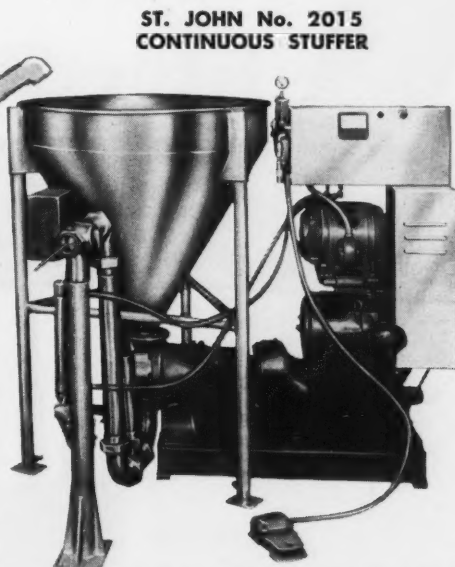
conference of Research and Development Associates, to be held September 26-27 at Chicago's LaSalle Hotel. Technical information on freeze drying and flexible packaging

will be presented during the two-day meeting. W. R. SCHACK of Swift & Company, Chicago, is scheduled to address the meeting September 26 on aseptic packaging.



Save On Labor Too!

In addition to increasing production, the St. John Continuous Stuffer will cut your labor costs. Simply attach a pipe and 3-way valve to your emulsifier and divert flow directly into the Stuffer or into a dump bucket for use on another machine. With this setup, there is no labor needed to load the stuffer. Write for further details and other layout suggestions to speed your job.



ST. JOHN & CO.

5800 S. Damen Ave., Chicago 36, Illinois



Now out of research
comes **MEAT-TONE**

The Frankfurter Seasoning that
emphasizes **MEATY FLAVOR**

This completely new frank seasoning is totally different
It brings out the MEAT taste and was the undisputed choice
in extensive customer preference testing

Retain your present frankfurter business but ADD MEAT-TONE
seasoned franks to your line for additional sales. Give it
your own new name, band it distinctively and
win new customers with a superior tasting product

Prove to yourself what MEAT-TONE can do for your business
One of our representatives will make up a chopper for you

Don't be satisfied until you test MEAT-TONE
Contact us at once for immediate action



**THE
BALTIMORE SPICE
COMPANY**

Baltimore 8, Maryland, U. S. A.
HUNTER 4-1700

THE NATIONAL PROVISIONER, JULY 15, 1961

Flashes on suppliers

BEMIS BRO. BAG COMPANY:

This firm has announced the appointment of Richard B. Windhorst as sales manager of its St. Louis sales division and of Norman P. Uffman as product sales manager of the company's St. Louis specialty department.

DuBOIS CHEMICALS, INC.:

Three new appointments were recently made at the Cincinnati plant of this supplier. Leonard Westenberg was named manager of the equipment division; Robert Nieporte to assistant plant manager and Roger Arnold as head of control laboratory, according to Louis Lerner, president.

INTEGRAL PACKAGING CO.:

This supplier to industry has announced its recent moving into a new plant in Chicago Heights, Ill. William R. Saidel, president, says that the new 41,000-sq.-ft. air conditioned structure will house the latest package making equipment.

THRALL CAR MANUFACTURING CO.:

Chester H. Wright has been appointed manager of Central

Container Co., a division of this Chicago Heights, Ill. firm, according to Richard L. Duchossis, president. Wright will supervise distribution of Kaiser-Nest-A-Bin bulk material handling systems in the Midwest.

AMERICAN CYANAMID CO.:

Eldon F. Loats has been appointed district manager of this firm's agricultural division, E. H. Smythe, division director of marketing, has announced. Loats will report to C. R. Cook, southeastern regional manager, and will be in charge of the Charlotte animal industry district.

FIRST SPICE MIXING CO.: Appointment of Mark Vogel as manager of this New York City firm was recently announced by Felix Epstein, president.

DOBECKMUN: This division of the Dow Chemical Co. has named two new district managers. They are: Arthur J. Myers, who will head the Cleveland district, and George F. Klein, who will assume the same position in Chicago.

E. I. duPONT DE NEMOURS & CO.: New personnel assignments and a change of office location for its eastern district in Philadelphia have been announced by the corporation. John R. Phillips, jr., was

named manager of the Pacific Coast district. He replaces Kenneth M. Scheu, who has been given a special assignment. Neale A. Gow was named manager of the eastern district; Robert K. Cook was made assistant eastern district manager, and Herman C. Koch was named assistant manager of the New York district. The eastern district sales office was moved to the Wynneswood, Pa., sales office.

DIAMOND NATIONAL CORP.:

This New York manufacturer of shipping cartons and containers recently started operating from its new 24-story headquarters building in Manhattan.

PENNSALT CHEMICALS CORP.: Appointment of Richard C. Willson, jr., as technical service manager for Isotron products and the naming of Allen B. Reed as supervisor of the Isotron Aerosol Laboratory have been announced.

CORNS CONVEYOR BELT CO.:

This Griffith, Ind., company is now under new management, it has been announced. After the death of Frank Corns, who founded it 50 years ago, all assets were taken over by the Pioneer Belting & Conveyor Equipment Corporation, headed by Albert Hanaway, general manager.

No other stuffer...at ANY price can equal the

ST. JOHN #2015 CONTINUOUS STUFFER

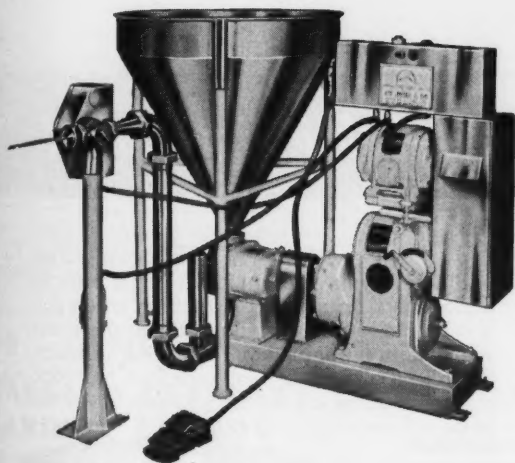
5000 lbs. of HOT DOGS
PER HOUR!

COMPLETE, Ready for installation

\$4,225⁰⁰

Write, wire, phone

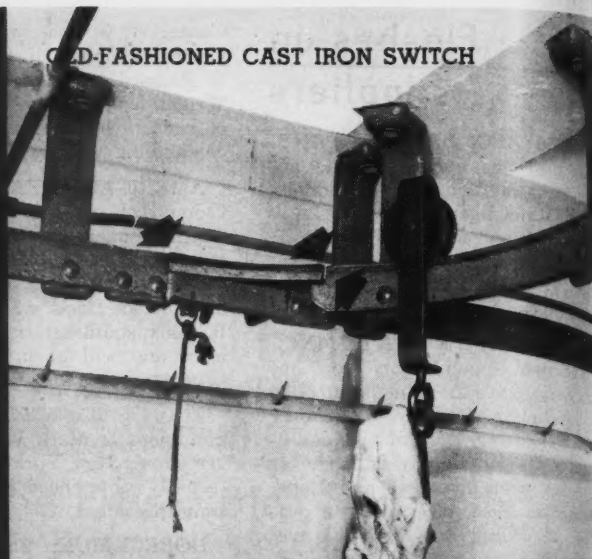
ST. JOHN & CO.
5800 S. Damen Ave., Chicago 36, Illinois



WHY PUSH TROLLEYS OVER SAGGING, WORN CAST IRON SWITCHES?

- Notice uneven wear at the points.
- Even corner block and extra hanger support will not keep track from sagging.
- It is hard work to push loads across worn, uneven switch. This slows down meat handling and reduces plant efficiency. Switch can break and drop loads.

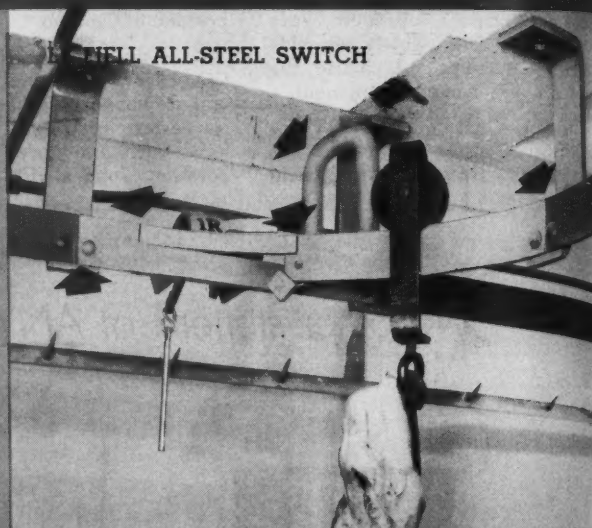
OLD-FASHIONED CAST IRON SWITCH



LEFIELL *all-steel switches can't sag or get out of line!*

- Made of same steel as track.
- Heavy yoke keeps movable sections perfectly aligned. Stub ends connect switch at 3 points to track.
- Corner block and one track hanger eliminated.
- Operator can easily push loads along track. No dropped loads.
- Switch is never half open or closed.

LEFIELL ALL-STEEL SWITCH



If it's a LEFIELL all-steel switch, it's the finest!

Above pictures were taken in identical plant position and show clear difference in switches. A Le Fiell Gear-Operated Switch was used but the Le Fiell Automatic Switch could have been just as easily installed. Don't put up with this kind of plant inefficiency. Replace with **the world's finest switches**. The progressive operator of this plant has eliminated switching slowdowns with installation of more effective

Le Fiell switches. For a new plant or an addition to your present plant you'll build in a lifetime of trouble-free switching when you use Le Fiell—acknowledged to be the finest switches in the industry. For further information about all nine Le Fiell switches and track hangers, write for catalog pages on these units.

1494P FAIRFAX AVENUE • SAN FRANCISCO 20, CALIFORNIA



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Employed: set solid. Minimum 20 words, \$4.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c each.

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Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch.

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USDA LABELS EXPEDITED
WITHIN HOURS OF RECEIPT \$6.50 EACH
Complete services—Gov. information, labels, labels—plus prints. FDA, etc. Available monthly hourly, per item.
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Washington 5, D.C. Telephone REpublic 7-4122

LOIN PAPER
Treated wet strength EXCELLENT QUALITY wrapper for fresh pork cuts at LOW LOW PRICES. Please send for samples and prices or call collect.

BORAX PAPER PRODUCTS CO.
350 East 162nd Street
New York 57, New York
WEllington 3-1188

JOBBERS—DISTRIBUTORS
EXCEPTIONAL OPPORTUNITY: For individual jobber or sausage manufacturing companies interested in handling outstanding products, as READY-TO-EAT Smoked butts, salami for beer, and Wisconsin summer sausage. Territories open in all sections of the country.

WISCONSIN MEAT PRODUCTS, INC.
3375 N. Pierce St., Milwaukee 12, Wisconsin

Sell your EXISTING manufacturing or warehouse facility and lease it back. Or, have built to your order on a site of your choice a NEW warehouse or manufacturing facility under a term lease arrangement.

Our most recent transaction with your industry: **STAHL-MEYER, INC.**, new facility, 140,000 sq. ft. Bronx, N.Y.

Apply in confidence to

CROSS & BROWN COMPANY
Real Estate
29-27 Bridge Plaza North
Long Island City 1, N. Y.
Att: Mr. Robert Waldron

ALTON K. WALLACE: Kindly contact us as soon as possible. **PRESERVATIVE MANUFACTURING COMPANY, FLEMINGTON, NEW JERSEY**

WE BUY STEER FLANK STEAKS: Packed in small units. Also other beef cuts and offal. What have you to offer? W-307, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HOG • CATTLE • SHEEP
SAUSAGE CASINGS
ANIMAL GLANDS

Selling Agent • Order Buyer
Broker • Counsellor • Exporter • Importer
SAMI S. SVENDSEN
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THE NATIONAL PROVISIONER, JULY 15, 1961

EQUIPMENT FOR SALE

THE LAZAR COMPANY

brokers • dealers • sales agents • appraisers
1709 W. HUBBARD ST., CHICAGO 22, ILL.
PHONE Canal 4-9295

NEW—USED—REBUILT
MACHINERY FOR MEAT PACKERS—
RENDERERS—SAUSAGE PROCESSORS
and ALLIED FOOD INDUSTRIES

ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed
★ We Lease Expellers ★
PITTOCK & ASSOCIATES, Glen Riddle, Penn.

FOR IMMEDIATE SALE

4-Allbright-Neill Company 5' diameter x 10' long dry rendering cookers; jacketed heads; complete with motors and speed reducers drives. 1-Allbright Neill Company 30" diameter x 10' long Hasher-Washer, complete with motor. 14 Gebhart units, 1959 Model 115-BH with 3 phase motors, all stainless steel.

AARON EQUIPMENT COMPANY
9370 West Byron Street Schiller Park, Illinois

1—Globe gas fired reel bake oven #289-S
1—Tohtz meat dip tank #RW524
FS-332, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: 14 C.B.#2 Pneumatic De-hiders, completely rebuilt, \$250.00 each. 200 Ft. ice chain with solid link, 6" center, new \$2.50 a ft. R & G Company, 525 West 46th St., Chicago, Ill. Telephone WA 4-8661.

1 — 41M3 Enterprise Grinder Stainless Steel Feed Tray-New Head
1 — 56BA Buffalo Grinder 7 1/2 H.P. Motor
1 — 400 Lb. Buffalo Mixer 5 H.P.
1 — Dohm & Nelke Rindmaster
1 — H.D. — 3 US Bacon Slicer Complete "All In Excellent Condition"
FS-323, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

FOR SALE: One scrapple kettle, iron with agitator 1000 lb. Two steam jacket kettles, iron 1000 gal. One 400# Buffalo clipper or chopper with motor. One mixer 1000 lb. with motor. Will sell separate or as a whole VERY CHEAP. Contact J. O. SPICE and CURE Co., 414 W. Pratt St., Baltimore 1, Md.

NEW FREEZER DOOR FOR SALE. 6 FEET HIGH. IN ORIGINAL CARTON. Edwin A. Ptak Co., 3925 West 31st St., Cicero, Ill. Telephone Bishop 7-5293.

FOR SALE: 500 ton hydraulic crackling curb press with steam pump. PHILIP CUDEBACK, R. D. 2, PHELPS, NEW YORK.

EQUIPMENT WANTED

WANTED TO BUY: GOOD USED EQUIPMENT. Ammonia ice machines, 6 x 6, 7 x 7, 8 x 8. Also, small or medium size ammonia booster compressor. Also, Freon compressor. Also, hydraulic press 150 ton or 300 ton. Also, 1000 to 1500 lb. meat mixers. Write Burton Hill, HILL PACKING COMPANY, Topeka, Kansas.

BARLIANT'S WEEKLY SPECIALS

Current General Offerings.

3314—STUFFER: Buffalo 500# cap.\$1,250.00
3315—STUFFER: Anco 400# cap.\$950.00
3385—ROTOCLEAVER: A. W. Hughes mdl. G3323M, stainless steel trimmed, good operating condition\$2,750.00
3112—WRAP-KING: mdl. M (for Frankfurts), cellophane & shrinkable film, OA. 30" wide, 8' 8" long, 70" long infeed conveyor, 3/4" long discharge conveyor, good cond.\$5,500.00
PORK-CUT SKINNER: Townsend #27, reconditioned\$575.00
3034—BACON SKINNER: Townsend #52\$1,500.00
3404—BOILER: Mund Scotch Marine 50 HP., 125 PSI, 300" heating surface, w/pumps, control, condensate return tank, oil burner, crated for export\$2,950.00
3402—DIAL SCALE: Toledo #34-0861FH, 125# x 2 oz. grad., portable stand\$275.00
3401—CARCASS SPLITTER: Best & Donovan, 1 HP., 110 volt, 3 ph., 60 cycles\$425.00
3399—ROCKFORD FILLER: mdl. A.\$150.00
2815—GAMBRELS: (990) similar Globe #6396, w/ trolley ea. \$1.50
3384—TROLLEYS: (622) galvanized, 4 1/4" wheel, 7" hook ea. \$.75
3397—TRIPE SCALDER: Boss #413-V-8-48, V-type, chain driven, 2 HP. mtr.\$675.00
3394—DISINTEGRATOR: Rietz mdl. RD-12, 50 HP. w/carbon steel pre-breaker\$2,000.00
3391—CONVERTER: Buffalo #58, 300# cap., 50 HP. mtr., V-belt drive\$3,500.00
3380—BACON PROCESSING LINE: consisting of—Anco Bacon Press, mdl. 800, 7 1/2 HP.\$2,500.00
Bacon Slicer, U.S. HD #23\$1,000.00
Hayssen Wrapper mdl. 511, w/knives, code dater, 15' long stainless conveyor\$1,500.00
Shrink Tunnel, Cry-O-Vac mdl. 6530\$200.00
3377—HOOKS: (475) stainless steel, black iron trolley, 5#, Hindquarter & Forequarterea. \$1.85
3437—TY-LINKER: mdl. 122ACL\$1,350.00
3336—TANKS: (3) stainless steel, 8' long, 41" wide, 40" deep, drain one endea. \$550.00
3438—BACON PRESS: Anco mdl. 800\$2,250.00
3400—BAND SAW: Jones-Superior #54, stainless steel moving top, 5 HP. mtr.\$850.00
3439—MOLDS: stainless steel, 4" x 4" x 2"ea. \$12.50
3428—MIXER: Buffalo mdl. 5A, 15 HP.\$1,500.00
3427—FAMCO LINKER: mdl. H-12, 3 1/2"\$850.00
3426—HOIST: (beef), 5 HP. mtr.\$500.00
3425—HOIST: Boss mdl. 434, 5 HP.\$650.00
3424—GRINDERS: (2) mdl. 766A, St. Louis bowl, 1-50 HP. mtr.\$1,500.00
1-40 HP. mtr.\$1,200.00
3422—CRUSHER: Diamond type 145, excel. cond.\$3,000.00
3421—CAN CLOSERS: (3) American Can mdl. 1B-Puv., good cond.ea. \$2,000.00
3420—SAUSAGE SPRAY CABINET: stainless steel, 47 1/2" wide x 88" deep x 95 3/4" high\$2,500.00
3386—CARRIER REFRIGERATION LAYOUT: 25 ton Evaporative Condensor, w/20 HP. mtr., 2-Unit Coolers, w/5 HP. mtr. includes 20 HP. Freon Compressor\$2,500.00

SPECIAL OFFERINGS REFRIGERATED TRUCKS.

3373—GMC mdl. V-6, 15,000# capacity, 18' insulated Van, New June 1960Bids requested
3374—GMC mdl. 450, 15,000# capacity, 18' insulated Van, New June 1958Bids requested
3375—International, 25,000# capacity, 18' insulated Van, New June 1958Bids requested

NOTE

All items subject to prior sale and confirmation

- New, Used & Rebuilt Equipment
- Liquidators and Appraisers

WRITE FOR FULL PARTICULARS

625 N. Kedzie Ave., Chicago 12, Ill.
SACramento 2-3800

BARLIANT & CO.

CLASSIFIED ADVERTISING

[Continued from page 69]

POSITION WANTED

ATTENTION: SEASONING COMPANY PRESIDENTS
LOOKING? For young, aggressive, highly experienced right-hand man? Over 10 years' experience as national seasoning sales manager with chemical background. Knows seasonings, food additives, research, processing, production administration, direct sales and management. Extensive knowledge of meat processing and trouble shooting. Can fit into your organization very quickly. W-325, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

GENERAL MANAGER
DO YOU NEED HELP? In putting a plant on it's feet? If so, an interview will help to get started in the right direction. Can handle plant, sales, public relations, labor, and get new business. The tougher the better. Here is a chance to get a man with real know-how. W-315, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER - SUPERINTENDENT - CONSULTANT: Proven executive ability. Broad practical experience in all operations. Available now. W-297, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PORTION CONTROL SUPERINTENDENT: College graduate. Experienced in development. Can assume full management including purchasing, production, costs and sales. Presently employed in this capacity. W-324, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERT: Sausage foreman-superintendent. Under 50. Lifetime experience. Cost conscious. Quality minded. Will relocate anywhere. Available for immediate interview. W-326, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: By college graduate in business administration. Age 39. Lifetime experience in all phases of meat packing and slaughtering. Desire change. Location irrelevant. W-316, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER: 24 years of country and terminal buying. Age 48. Will try out anywhere. W-317, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALESMAN WITH POTENTIAL TO MANAGE OTHERS
First-rate opportunity to take over territory and sell name brands of consumer goods to receptive buyers in military market. Starting salary \$7,200 plus commission (guaranteed to be at least \$1,800 a year), car and expenses. Future earnings picture especially bright. Applicants must have had experience in the meat industry to be considered. Write:

PERSONNEL SEARCH DIVISION
THE PERSONNEL LABORATORY, INC.
500 Sumner St., Stamford, Conn.

REPRESENTATIVE WANTED
OUTSTANDING COMMISSION OPPORTUNITIES: If you are personally acquainted with equipment buyers in chain store meat departments. We manufacture LENOX MEAT-MASTER band saw blades and allied products. Several major chains are using Lenox on repeat basis. Complete sales and service program. You arrange test, we conduct and do selling. Once account is set up, minimum amount of your time necessary. We will handle servicing. Write W. H. Davis, % American Saw & Mfg. Company 69 Boyston Street Springfield, Mass.

SAUSAGE FOREMAN
CAPABLE OF: Taking full charge of sausage kitchen. Must have experience in all phases of sausage making. Send complete resume and salary requirements in first letter. W-322, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN: FOR SALES AND PRODUCTION. CHICAGO AREA. REPLIES CONFIDENTIAL. W-321, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ACCOUNTANT-COST SUPERVISOR: Expanding New York meat packer requires man with heavy meat processing experience. Excellent opportunity, company benefits. Write stating education, experience and salary desired. W-333, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HELP WANTED

SALES MANAGER

GREAT OPPORTUNITY: In California for qualified man. Must have proven experience in meat industry and ability to assume full responsibility for sales organization. Salary open. State experience and personal resume.

Reply to Box W-328
THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

PROCESS ENGINEER

ENGINEER: Preferably chemical, with at least 6 years' experience in meat packing plant operations. Centrifugal experience not required, but helpful. Nature of work—process development and technical liaison with the sales force and with the meat packing and allied industries. Position requires part time travel. Excellent employee benefits. For a challenging and secure future, send resume and salary requirements to: J. W. KELLY, Personnel Manager THE SHARPLES CORPORATION 2300 Westmoreland St., Philadelphia 40, Pa. All replies held in strictest confidence.

PICKLE MAN: With a background in pumping corned beef, h.m., bacon, etc., and handling operations in a very substantial retail operation. Work surroundings are excellent, living conditions also very good. Located in California with all year round excellent climate. Salary commensurate with ability. Please write, giving background, etc. to Box W-331, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

GENERAL SUPERINTENDENT

Established independent government inspected meat packing plant located in southeast. Must have experience and full knowledge of all phases of plant operation. Must be sober, aggressive and able to get along with personnel. Prefer age under 45. Growth factor excellent for qualified man. Reply to Box W-329, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT PLANT MANAGER: Progressive eastern packer has an opening for an aggressive young man. Must be familiar with hog cutting, ham boning, curing etc. Send resume and salary requirements to Box W-330, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

MANAGER: For combination meat packing and canning plant. Opportunity for fast advancement for man with successful experience. Medium-size independent packer. Good salary. Answers confidential. Write: Burton Hill, HILL PACKING COMPANY, Topeka, Kansas.

EXPERIENCED BROKER: Or man experienced in buying and selling packinghouse by-products. Answers confidential. Burton Hill, HILL PACKING COMPANY, Topeka, Kansas.

SUPERINTENDENT CANNING OPERATIONS

LARGE MIDWEST FOOD AND CHEMICAL COMPANY: Has growth opportunity for dynamic leader interested in challenging responsibilities. Job entails direction of all phases of food canning operation involving 375-500 employees. College degree, preferably in engineering, plus management experience in canning operations essential. Please send resume to:

W-320, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALESMAN

FOR: New York State, Eastern Pennsylvania, Virginia and Maryland. To sell our seasonings, cures, binders, emulsifiers, cereals, phosphates, tenderizers, caseinate, sauces, soup mixes, etc. EXCELLENT PROPOSITION to right man. KADISON LABORATORIES
1850 W. 43rd St., Chicago 9, Ill.
Telephone YArds 7-6366

SALESMAN

FOR THE SOUTHEASTERN STATES: To sell our seasonings, cures, binders, emulsifiers, cereals, phosphates, tenderizers, caseinate, soup mixes, etc. EXCELLENT PROPOSITION to right man. KADISON LABORATORIES
1850 W. 43rd St., Chicago 9, Ill.
Telephone YArds 7-6366

TECHNICAL SERVICE

OPPORTUNITY: Food company has growth opportunity for graduate chemist or chemical engineer starting in liaison capacity controlling production, quality, and other business functions between plants and office. Food canning experience helpful. Chicago location.

W-318, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE OR RENT

COOLER SPACE FOR RENT FOR

BONERS, MEAT PROCESSORS, OIL and LARD PROCESSING AND CASING COMPANIES.

Available immediately. Ample dock and truck space available. Telephone Mr. August at Chicago, DR-3-4500. 4021 S. Normal Ave., Chicago 11, Ill.

AVAILABLE FOR LEASE OR PURCHASE

Well equipped wholesale meat, poultry or frozen foods plant. Also 120 acre farm well located, good buildings, with new abattoir for the slaughtering of beef and pork. Will accept other property in trade as the down payment. Contact H. G. FOSTER
Charlevoix, Michigan Telephone Liberty 7-900

FOR SALE: 18,000 square foot refrigerated plant. Modern offices and storage space. Central location close to loop and Congress Expressway (Chicago) FS-327, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: SAUSAGE FACTORY in Miami, Florida. Established 14 years. Completely equipped, 3 refrigerated trucks and wholesale and retail routes. Will sell with or without real estate. Must have \$15,000 cash. Balance terms. FS-309, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: With or without equipment, packing plant in northeastern Ohio. Complete hog killing and sausage manufacturing operation. Main plant, 36,000 sq. ft. floor space; other out buildings 10,000 sq. ft. floor space. Will sacrifice. FS-308, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE—FLORIDA: Modern, well equipped 50' x 65' concrete plant. Adjoining retail market. 55' x 165' land. Suitable for restaurant, supply, processing, branch house, etc. Same operator for 15 years. Terms by owner.
JACK BRODY
12625 West Dixie Highway, North Miami, Fla.

THE NATIONAL PROVISIONER, JULY 15, 1961

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